

GRAIN DEALERS' JOURNAL

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New Orleans

The Terminal Markets' Market

Strategic Location.

Lying on the Mississippi, with its system of navigable waterways radiating 13,900 miles thru the country, the terminus of twelve railways, the center of six canals, a principal point on the Government's Inter-Coastal Canal, connecting Boston, Mass., with Brownsville, Texas (soon to be completed), New Orleans is not only favorably located to be the "Terminal Markets' Market," but is exceptionally located for exporting the Country's surplus grain crops. New Orleans receives grain from many primary markets, reaching as far north as Minneapolis, and as far west as San Francisco. With respect to foreign trade, New Orleans has forty-five steamship lines running to its large harbor. These lines often carry full cargoes of grain, amounting to 500,000 bus., in one ship, while many others handle split cargoes of cotton and grain. The steamers bringing bananas and coffee from South America are loaded with grain, flour and mixed feed for the return trip. Since the Panama Canal has been in operation, many new export fields have been opened to the Crescent City, the city being the nearest American port to that remarkable piece of American Engineering, the Canal.

GRAIN EXPORTED FROM NEW ORLEANS DURING THE CALENDAR YEAR 1919.

	Wheat, bus.	Corn, bus.	Oats, bus.	Barley bus.
Antwerp	543,533	.....	.....	46,666
Avonmouth .....	.....	.....	.....	774,065
Belfast	1,178,703	100,000	.....	23,168
Bordeaux	186,500	.....	.....	.....
Brest	105,100	.....	.....	.....
Cardiff .....	.....	.....	.....	134,000
Cette .....	.....	.....	209,000	.....
Dublin	284,900	.....	.....	973,830
Dunkirk	361,025	.....	.....	.....
Falmouth .....	.....	.....	239,245	.....
Gibraltar	2,534,700	.....	434,500	93,333
Glasgow	358,586	.....	.....	345,866
Havre	1,017,260	.....	.....	.....
Hull .....	.....	.....	.....	1,651,740
Leith .....	.....	.....	.....	333,428
Liverpool	3,757,939	.....	500,000	1,108,088
London	257,898	.....	600,000	967,020
Manchester	509,333	.....	.....	298,959
Marseilles	743,775	.....	.....	.....
Nantes	185,850	.....	.....	.....
Rotterdam	208,748	.....	401,136	.....
Sharpness .....	.....	.....	.....	147,600
St. Helena Bay .....	.....	.....	2,152,083	.....
St. Nazaire	321,000	.....	.....	.....
Swansea .....	.....	.....	.....	203,900
West Indies, Central America and Mex'co	122,900	960,292	1,252,215	.....
Total 1919	12,677,755	1,060,292	5,788,181	7,011,688
Total 1918	10,480,092	8,968,403	18,357,856	7,551,830
Total 1917	16,946,899	5,047,609	10,509,782	8,991,691
Total 1916	22,909,819	5,312,840	444,875	828,707
Total 1915	30,029,810	4,154,405	1,491,449

MILAM-MORGAN CO., LTD.,

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NATHAN & FETTIS,

Forwarding agents, export freight broker

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Dealers and exporters in feed articles

W. L. RICHESON CO., INC.,

Export shipping, freight bkg. and fwdg.

CHAS. M. RODD & CO.,

Grain brokers and forwarding agents

LANGENBERG HAY & GRAIN CO.,

Receivers, shippers, exporters

LUNHAM & MOORE,

Forwarding and freight brokerage

CHAS. R. MATTHEWS & BRO.,

Brokers, grain and grain products

GEO. B. MATTHEWS & SONS,

Receivers and shippers, feed mfrs.

ANDERSON & JACKSON, INC.

Exporters of grain

R. J. BARR,

Grain exporter

J. T. GIBBONS,

Grain dealers, mixed feed mfrs.

PAUL R. KALMAN CO.,

Receivers, shippers, exporters

JAMES M. ROGERS,

Grain brokerage and forwarding

ROYAL FEED & MILLING CO.,

Manufacturers of mixed feed

JAMES THOMAS CO.,

Exporters and forwarders

J. S. WATERMAN & CO.,

Oyster shells, fine and medium

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ALBANY, GA.

Bush, V. R., flour, feed, grain broker.
Georgia Commission Co., mdse. and grain brokers.
Martin & Co., Roy, broker, grain and feedstuffs.

ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.
Callaway Grocery Co., The, whole. gro., grain, feeds.
Hinton & Co., O. R., mdse. and grain brokers.
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.*
Pitner & Beusse, grain and merchandise brokers.*
Steedman, Wm. B., grain, feed broker.*
Webb Brokerage Co., grain, flour, feed specialty.
Wier Feed & Grain Co., whole. grain, feed, flour.

ATLANTA, GA.

Commercial Exchange Members.
Atlanta Milling Co., buyers of soft mlg. wheat.*
Brooke & Co., T. H., grain, hay, flour, c/s pdts.
Fain Grain Co., W. L., flour, feed, field seeds.*
Gregg & Son, J., wholesale brokers, grain, hay.*
Leonard & Sons, J. T., feedstuffs, mdse. brokers.
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.
Smith, Edward E., broker, grain, hay, flour, mxd. feed.
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.*

AUGUSTA, GA.

Board of Commerce Members.
Clark Milling Co., dealers grain & feedstuffs.*
Cranston & Co., A., brokers, grain, hay, feed.
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.
Eve & Co., H. C., grain, grain pdts., mdse., brokers.
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Hinson, O. W., broker, grain, feed, flour, hay.*
Lamb & Hollingsworth, brokers, grain, flour, feed.*
Robinson Co., P. F., brokers, feed, grain, flour, hay.

BALTIMORE, MD.

Chamber of Commerce Members.
Baltimore Grain Co., grain, receivers, exporters.*
Baltimore Pearl Hominy Co., corn products.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Ozell Brokerage Co., grain, hay, millfeed brokers.*
Osby Flour & Grain Co., W. M., grn., flour, crn. ml.*
Quice, Edward T., flour, grain, feed broker.
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Morgan & Co., B. C., broker grain, feed, flour, hay.*
Ramsey & Co., J. E., mdse., grain, feed, flour broker.
Southeastern Brokerage Co., grain, hay, feed.
Sunny South Grain Co., mfrs. mxd. fd., ctn. sd. ml.
Tennessee Mill & Feed Co., feedstuffs.*
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.*
Wood-Crabbe Grain Co., mfrs. crn. ml., grts., gr., hay.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.
Slick, L. E., grain.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.
Bensaquin, Matthew D., grain brokerage, commission.*
Jaquith, Parker, Smith & Co., wheat, barley, milo.*

BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.
Ogg, C. D., mdse., grain & feedstuffs.
Taylor, C. A., grain, hay, feed broker.

BUFFALO, N. Y.

Corn Exchange Members.
Armour Grain Co., grain merchants.*

BUFFALO (Continued)

Burns, Berend J., grain and feed merchant.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., grain consignments.*
Harold, A. W., grain, barley a specialty.
Irwin, Dudley M., barley.*
McConnell Grain Corporation, commission merchants.*
Kennedy & Co., Chas., wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.
Taylor & Bournique Co., grain merchants.*
Urmston Grain Co., grain commission.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.
Cairo Grain Commission Co., consignments.*
Haltiday Elevator Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.
Bagley & Semmes, hay, grain and feed brokers.
Chattanooga Feed Co., grain, feed, hay, cowpeas.
Harbin, A. D., hay, grain and mill feeds.
Hood Feed Co., flour, feeds, field seeds.
Lookout Brokerage Co., grain, feeds, mdse.
Tennessee River Mfg. Co., corn buyers, corn meal mfrs.
Thomasson & Co., J. T., grain, hay, feed.
Winer Feed Co., food, feed, seed.

CHICAGO, ILL.

Board of Trade Members.
Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Bennett & Co., Jas. E., commission merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.*
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Holt & Co., Lowell, commission, grain and seeds.*
Jamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.*
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
Requa Bros., wheat a specialty.*
Rosenbaum Bros., receivers, shippers.*
Rosenbaum Grain Co., J., grain merchants.*
Rothschild Co., Moses, receivers and shippers.
Rumsey & Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Udipke Grain Co., consignments.*
Leland & Co., F. E., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.
Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.*
Mutual Commission Co., hay, grain and feed.*
Perin Bros., want corn.*

CLEVELAND, O.

Grain & Hay Exchange Members.
Bailey, E. I., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevator Co., The, receivers and shippers.*
Lake Shore Elevator Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevator Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.*

COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.*
Dexter & Hamburger, grain, hay, feed, flour brokers.*
Joseph Co., Dan, grain, grain products.*
Watkins & Co., L. C., mdse. and grain broker.

CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.
Rothschild Co., S., grain, c/s products, rice b/p.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Lyle-Taylor Grain Co., whole. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.
Ady & Crowe Merc. Co., The, grain and hay.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Gallagher Flour Co., grain merchants.*
Denver Elevator. We buy and sell grain and beans.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.*
Thompson Merc. Co., The W. F., wholesale hay.
Warwick Grain Co., buyers & sellers all kinds of grain.

DES MOINES, IOWA.

Board of Trade Members.
Andersen Co., D. L., grain merchants.*
Barts & Co., W. H., grain merchants.*
Central Iowa Grain Co., consignments.*
Des Moines Elevator & Grain Co., oats a specialty.
Harper & Sons, commission merchants.*
Iowa Grain Co., receivers and shippers.*
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Mid-West Consumers Grain Co., grain merchants.*
Perrine & Co., W. H., commission merchants.*
Taylor & Patton Co., corn and oats.
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.
Carson & Co., H. C., corn, oats, rye.*
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Shamons & Co., F. J., grain and hay.*

DUBLIN, GA.

Barton, J. W., commission merchant.
Farmers Co-op. Elvtr. & Mills, grain and feed.
Peacock, R. T., broker.
Pope, J. T., flour and corn miller.
Walker, C. L., merchandise broker.

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.
FRANKFORT, IND.
McCardle-Black Co., grain commission merchants.

GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fr., mdse.
Gadsden Brokerage Co., feed, fr., hay c/s pdts.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, MISS.

Lyle & Lyle, whole. grain, hay, feedstuffs.

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GULFPORT, MISS.

Corso & Runko, gro., grain, feed, flour, hay.
Gulport Grocery Co., gro., grain, fd., fr., etc.*

Howie & Co., J. B., bkrs., grain, fd., fr., hay.

HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twidale Elevator Co., grain dealers.*
Moritz Grain Co., Chas., wholesale dealer.
Sexson, C. R., grain.

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., fr.
McLain & Co., A. S., grain, feed, mdse. broker.
Merchants Grocery Co., whlse. grocers, grain, fd., fr.

HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.*

HOUSTON, TEX.

Beatty-Archer Co., grain brokers.*
Kelly Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Hausam-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hutchinson Grain Co., grain merchants.
Jelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
McClure Grain Co., J. B., buyers and sellers.*
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Reno Flour Mills Co., millers and grain dealers.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlrs. gr. & gr. pdts.
Lyle & Lyle, whlse. grain, hay, feedstuffs.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Goldberg Grain Co., consignments.*
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The Lew, commission & brokerage.
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
McCord-Black Co., grain merchants.
Menzie Grain & Bkg Co., Carl D., grain commission.
Merchants Hay & Grain Co., hay, grain, mill feed.
Montgomery & Tompkins, receivers and shippers.
Shotwell & Co., C. A., grain & hay.
Steinhart Grain Co., commission and brokerage.*
Urmston Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elvtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Aviston Flour Co., feed mfgs. whl. flour, grain.*
Brittain & Co., P. L., mer. bkrs., dlrs. hay, gr., mill pdts.
Green, B. H., whlse. grocers, pdce, grain, mill feed.
Nall & Co., A. S., grain brokers.
Royal Feed & Mfg. Co., mixed feed mfgs.*

JACKSONVILLE, FLA.

Baker Co., A. S., brokers, grain, feedstuffs, mdse.
Florida Gr. & Elvtr. Co., corn and oats.
Howard Grain Co., whlse. dealers grain, hay, flour.*
Hulsey-Bessent Co., hay, grain, produce brokers.
Hunt Co., C. C., brokers, grain, feed, hay, flour, mdse.
Savage & Redavats Co., merchandise & grain brokers.
Smith Co., C. E., gen'l brokers, Havana & Miami.*
Wilson & Parker Co., brokers, grain, feed, hay, etc.*

JASPER, ALA.

Acuff, J. D., buyer white milling corn.
Robins, J. H., grain, hay, feed, flour broker.

KANSAS CITY, MO.

Board of Trade Members.

Addison Grain Co., consignments.
Beyer Grain Co., consignments and mill orders.
Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Claiborne Commission Co., commission merchants.*
Croysdale Grain Co., grain commission.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Frisco Elevators Co., grain merchants.*
Goffe & Carikener, receivers and shippers of grain.*
Hall-Baker Grain Co., consignments.
Hinds Grain Co., The, receivers, shippers.*
Hipple Grain Co., feterita, kafir, milo.
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Masters Brokerage Co., H. S., flour, millfeed, grain.
Mensendieck Grain Co., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Norris Grain Co., grain merchants and exporters.
Orthwein Matchette Co., consignments, buying orders.*
Parker Corn Co., corn, oats, kafir, milo.*
Roaben Grain Co., E. E., consignments.
Root Grain Co., consignments and futures.*
Scouler Bishop Grain Co., receivers and shippers.*

KANSAS CITY (Continued)

Shannon Grain Co., consignments.
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.*
Levy & Co., R. T., merchandise and grain brokers.
Security Mills & Feed Co., mfrs. of mixed feed.*
Smith & Co., J. Allen, flour, meal, feed.*

LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., grain dealers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Cunningham Commission Co., grain, corn products.*
Caple & Stockton, hay, grain, feed.
Cochran Co., H. K., grain dealers.
Daniel Mill & Elevator Co., Joe, grain, hay, feed.
Darragh Company, hay, grain, mixed feeds.*
Davis, S. P., dealer, consignments.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Hayes Grain & Commission Co., dealers in grain, hay.*
Munn Brokerage Co., grain, hay, mill feed.*
Nieneyer Grain Co., George, grain, hay, mill feed.*
Weinmann Milling Co., grain hay mixed feeds.
Wilson Co., John R., grain brokers.

LIMA, O.

Riddle & Co., T. P., hay and grain.

LINCOLN, NEBR.

Grain Exchange Members.

Barstow Grain Co., W. T., recvrs. and shprs. all grs.
Central Granaries Co., wheat, corn, oats, rye barley.
Cummings Grain Co., M. T., grain, seed, millfeed.
Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster Grain Co., receivers and shippers.
Gooch Milling & Elvtr. Co., flour, feed, macaroni pdts.
Lincoln Grain Co., grain merchants.*
Nebraska Corn Mills, meal, pearl hominy, corn, flour.
Paul, John M., grain broker.
Western Feed Dealers Supply Co., hay, gr., millfeeds.
Wright-Leet Grain Co., receivers and shippers.

LOS ANGELES, CALIF.

Grain Exchange Members.

Pacific Grain & C. S. P. Co., grain & c/s meal.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruchtenicht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Schuff & Co., A. C., specialty white mlg. corn, wh.*
Verhooff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MACON, GA.

Dorsett Co., W. C., brokers, grain feed, flour.
McCORD, Chas. R., flour, grain, feed, broker.
McRae, D. L., flour, grain, hay, feed, broker.*
Middlebrooks Bros., brokers.*
National Milling Co., mfrs. mixed feed.
Mott Brokerage Co., hay, grain, flour, feed broker.

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.*
Browne, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Blum City Grain Co., all grains, oats a specialty.*
Cereal Byproducts Co., everything for mixed feeds.
Clark-Burke & Co., grain and hay.*
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers, grain.
Hasenwinkle, H. J., consignments.
Horton & Co., J. B., grain dealers.
International Sugar Feed No. 2 Co. mfrs. swt. mx. fd.
Jones, Lee D., grain dealers.*
Lovitt & Co., L. B., cotton seed and peanut products.
Marks & Anderson, wholesale grain, hay, mixed feed.
Memphis Milling Co., high grade mixed feed.*
National Brokerage Co., flour, grain, feed brokers.*
Mississippi Elevator Co., grain dealers, feed mfgs.*
Nessly Co., J. L., broker, com., alf. meal, molasses.*
Patterson & Co., G. E., mfgs. mixed feed, grain.*
Pease & Dwyer, grain, mixed feed.
Riverside Elevator & Warehouse, broker & whse'man.
Royal Feed & Milling Co., mixed feed manufacturers.
Scruggs-Robinson Co., brok. com. mer., consignments.*
Sessum Coal & Grain Co., grain, mixed feed.
Stout-Hunt Milling Co., flour and corn meal.
Tate & Co., J. E., wholesale grain dealers.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*
Alley, A. A., dealers & broker, grain and seeds.

MERIDIAN, MISS.

Board of Trade Members.

Anderton & Co., W. A., whlse brokers, gr., hay, fd.
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.
George Co., The A. H., grain dlrs., mxd. fd. mfgs.*
Gibson Brokerage Co., J. A., grain & mdse. brokers.
Harris, John H., grain and mdse. brokers.
Hayward & Scott, grain brokers & mfrs. agents.
Lyle Grocery Co., The Tom, who, gro., grain & hay.
Meridian Grain & Elvtr. Co., gr. dlrs., mxd. fd. mfrs.
Meyer Bros., wholesale groc., grain, feed.
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.
SturGIS Co., grain dealers, mixed feed mfgs.*
Threefoot Bros. & Co., whlse grain, feed, dr., gro.
Snowden Com. Co., grain, hay, rice brokers.
Tutt Grain Co., J. B., grain, fd., ctn. sd. pdts., dlrs.
Queen City Feed Co., grain, hay, flour, corn meal.
Winner-Klein & Co., whlse gro., grain, feed.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.*
Frankie Grain Co., feeds, grain, hay.
Kamm Company, P. C., barley and rye.*
Quinn Shepherdson Co., receivers & shippers.*
Rankin, M. G., & Co., grain and feed.
Kialto Elvtr. Co., grain receivers and shippers.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

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Benson, Stabek Co., grain commission.*
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Godfrey Grain Co., receivers and shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Quinn-Shepherdson Co., receivers and shippers.*
Scroggins Grain Co., corn and oats.*
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats & screenings.*
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.
Zimmerman, Otto A., barley and oats my specialty.

MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.
Cleveland Co., Frank, bkrs. & com. merchants.
Hopper & Co., H. M., grain, mldfs., hay brokers.*
King & Co., John R., bkrs., grn., mldfs., hay, beans.
Meador & Co., W. M., mdse. & grain brokers.
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pdts.
Stanford & McKinney, brokers, grain, grain pods.
Suttle, J. L., grain, gr. pdts., feed, mdse. broker.*
Turner-Young Grain Co., dlrs., gr. gr. pdts., mfrs. fd.
Vass & Co., H. P., mdse. & grain brokers.
Wilson Brokerage Co., expt. freight bkrs., fwdg. agts.
Ziliak & Schafer Mlg. Co., grain & gr. pdts., feed.
Zimmern's Co., J., mxd. fd. mfgs., dlrs. grain & hay.

MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dlrs. in Ala. pdts.
American Mlg. & Feed Co., mfgs. crn. ml., gr. dl., fd.
Browder Bros., grain, feed, flour, mdse. bkrs.
Cody-Craig Co., grain, feed, flour, mdse., brokers.
Hobbie Grocery Co., H. M., opertrs. "Hobbie Elvtr."*
Holland & Co., O. C., mdse. & grain brokers.
Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.
Mitchell & Co., Chas. E., dlrs., hay, grain, cow peas.
Richardson Co., O. A., grain, feed, flour brokers.
Shank & Copeland, bkrs., grain, fd., fr., hay, mill pdts.
Smith Brokerage Co., grain, feed, flour, hay.
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

MOULTRIE, GA.

Delay, A. J., flour and grist mill.
Moultrie Mill & Elvtr. Co., grain and feedstuffs.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.*
Bennett & Co., John C., brokers.*
Crozier & Co., W. H., receivers and shippers.*
Daugherty-Vincent Grain Co., receivers and shippers.*
Gillette Grain Co., The, operators steel elevator.*
Hale & Sons, J. R., receivers and shippers.*
Hermitage Elvtr. & Warehouse Co., public storage.*
Jones & Co., Chas. D., receivers and shippers.*
Kerr, S. S., receiver and shipper.*
Liberty Mills, flour and feed.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NASHVILLE, TENN. (Continued)

Mero Mills, FLavo FLour, feeds.*
Nashville Grain & Feed Co., receivers and shippers.
Nashville Roller Mills, self rising flour mfrs.*
Nashville Warehouse & Elevtr. Co., public storage.*
Neil Shofer Grain Co., receivers and shippers.*
Rex Mill & Feed Co., grain and feeds.*
Tate, W. R., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., corn, wheat, oats, seeds.*
Wilkes & Co., J. H., grain, flour, feeds.*
Worke & Co., R. H., grain, feed, hay.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.*
Barr, R. J., grain exporter.*
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.
Kalman Co., Paul R., recvrs., shprs., expts. of grain.
Langenberg Hay & Grain Co., recvrs., shprs. & expts.
Lunham & Moore, forwarding & freight brokerage.
Matthews & Sons, Geo. B., recvrs. & shprs., feed mfrs.
Milam-Morgan Co., Ltd., recvrs., shprs., mx. fd. mfrs.
Nathan & Pettis, fwdg. agt. & expt. fgt. broker.*
Neumond, K. & E., drs. & expts in feed articles.
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Rogers, James M., grain brokerage & forwarding.*
Royal Feed & Mfg. Co., mfrs. of mixed feed.
Thomas Co., James, exporters & forwarders.
Waterman & Co., J. S., gr. flour & fd. bkrs., fr. jhrs.*

NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.
Brainard Commission Co., consignments.*
Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Morey, L. A., grain.
Schwartz & Co., B. F., commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Bennett & Co., Jas. E., gr. stocks, cotton, provisions.*
Cokeroke Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Coyle Co., The W. H., c/s pdts., grain, hay.
Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Maney Export Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Oklahoma Export Co., grain commission.*
Okla. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.

OMAHA, NEBR.

Grain Exchange Members.

Adams-Reitz Grain Co., consignments.*
Butler Welsh Grain Co., grain merchants.*
Carlisle Grain Co., S. S., consignments.*
Cope & Kearney, grain commission.
Crowell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Kern Co., brokers and commission merchants.*
Maney Grain Co., The, consignments.*
Merriam Commission Co., consignments.*
Miller Wilson Grain Co., receivers and shippers.
Oswald Delaney Grain Co., consignments.
Roberts Grain Co., Geo. A., grain merchants.
Rothschild Grain Co., corn and oats.*
Stockham Grain Co., E., commission merchants.*
Taylor Grain Co., brokers.
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Updike Grain Co., consignments.*

PALATKA, FLA.

Birdsey Commission Co., mdse. and grain brokers.

PARIS, ILL.

McCardle-Black Co., grain commission merchants.

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Bowman & Co., Geo. L., grain commission.
Buckley & Co., grain and seeds.*
Cole Grain Co., Geo. W., receivers and shippers.*
Conover Grain Co., E. B., grain commission.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., H. H., grain commission.*
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.*
McCreary & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*

PEORIA, ILL. (Continued)

Slick, L. E., consignments solicited.
Terns Hudnut Co., receivers and shippers.
Tyng Grain Co., commission merchants.*
Worth-Gyles Grain Co., grain commission.

PENSACOLA, FLA.

Bonacker Bros., bkrs., gr., hay, feed, fr., ctn. sd. pts.
Consolidated Grocery Co., whole gro., grain, produce.
Gonzalez Co., The M. F., gr., hay, feed, mfrs. crn ml.
Jones & Co., B., grain, hay, fr., mill feed brokers.
Meador & Co., W. M., mdse. & grain brokers.
Wagenheim Co., The I. E., bkrs. mdse., gr., shorts, bn.
Wolff, I., mdsc., grain, feed broker.

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ezl., flour, grain, feed.*
Lemont & Son, E. K., hay, grain, millfeed.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Taylor & Bournique Co., grain merchants.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.*
Geidel & Leubin, grain and hay.
Hardman & Heck, grain, hay, millfeed.*
Heck & Co., W. F., grain, hay, millfeed.*
Herr Bros. & Martin, grain and hay.
McCague, R. S., grain, hay.*
Taylor & Bournique Co., grain merchants.*
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Baibach, Paul A., grain buyer, all markets.

PORTLAND, ORE.

Kerr, Gifford & Co., Inc., grain exporters.*
Northern Grain & Warehouse Co., grain exporters.*
Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Tri-State Terminal Co., general grain and bags.*

PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay and feed.*

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROME, GA.

Chidsey, Jas. B., grain, hay and feed broker.*
White Brokerage Co., grain, hay, flour.

ROANOKE, VA.

Albergott Bros., hay, grain, feed, flour.*

SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain.

SAVANNAH, GA.

Moore & Co., grain, hay, cottonseed pdts.

SEATTLE, WASH.

Fairbanks & Co., F. M., grain and feed.
Lilly Co., The Chas. H., seed merchants.*
Webster & Co., E. A., grain commission, oriental seeds.

SELMA, ALA.

Baker, A. E., mdse., grain, feed, flour broker.
Campbell & Co., MCD., brokers gr., fr., mdx. fd., hay.
Crandell, H. F., merchandise & grain broker.
Hooper, Son & Coleman, mdse., grain, flour brokers.
Ross, Rivers F., merchandise & grain broker.

ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.*
Gordon Commission Co., T. P., gr. dealer and broker.*
Great Western Grain Co., buyers and sellers.*
Aunt Jimmie Mills Co., A. J., hominy feed.
Marshall Hall Grain Co., consignments solicited.*
Sloan-Neidorp Grain Co., consignments.*
St. Joseph Hay & Grain Co., grain merchants.*

ST. LOUIS, MO.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Ballard-Messmore Grain Co., recvrs. grain, hay, seeds.
Bushfield Grain Co., receivers and shippers.
Claiborne Commission Co., commission merchants.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Powell & O'Rourke, corn a specialty.
Thurnau Grain & Feed Co., Arnold A., grn., fd., scrngs.*
Toberman, Mackey & Co., grain, hay, seeds.*
Turner Grain Co., grain commission.

SEDALIA, MO.

Claiborne Commission Co., commission merchants.*

SIoux CITY, IOWA.

Board of Trade Members.

Jutton Co., L. C., grain commission.
Bailey, Walter H., grain merchants.*
Godfrey Grain Co., receivers and shippers.*
McCaull Dinsmore Co., commission.*
Morris Grain Co., brokers.
Rumsey & Co., receivers of consignments.*
Taylor & Bournique Co., grain merchants.*
Terminal Grain Corp., receivers and shippers.
Warwick Grain Co., consignments solicited.
Western Terminal Elevator Co., receivers and shippers.

SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.*

STERLING, COLO.

Eller Grain Co., grain, hay, feed.
Moritz Grain Co., C., wholesale grain.

TALLEDEGA, ALA.

Farmers Ex. & Elevtr. Co., grain, feed, mfrs. corn meal.

TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.
Hartman & Hulsey, grain, hay, millfeed brokers.*
Hart & Co., E. H., grain & feedingsuffs broker.
Miller-Jackson Grain Co., grain & feed dealers.*
Spence Brokerage Co., grain, feed, alf. meal, hay.
Tampa Brokerage Co., grain, hay, flour, feedstuffs.
Quinby, Edmund B., mdse. & feedingsuffs broker.

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

THOMASVILLE, GA.

Burch & Son, W. H., corn millers.
South Georgia Brokerage Co., brokers.
Thomasville Elevtr. Co., corn, velvet beans, field seeds.

TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.
Morehouse & Co., wholesale grain and seeds.
Rice Grain Co., cash grain.*
Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.
Young Grain Co., grain receivers, shippers.
Zahn & Co., J. F., grain seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*

TOPPENISH, WASH.

Preston Co., H. P., alfalfa meal, grain, hay, feedstuffs.

TUSCALOOSA, ALA.

Eddins Brokerage Co., grain, feed, flour, mdse.
Indian Milling Co., mixed feed mfrs.
Rosenbush Brokerage Co., grain, feed, flour, mdse.
Southern Grain Co., grain, hay, mfrs. corn meal.

TUSCUMBIA, ALA.

Belser, Harry K., grain, feeds, mdse broker.
Hammerly, E. T., grain, hay, feed, seed.

UNION CITY, TENN.

Cherry-Moss Grain Co., grain, hay, feeds, seeds.
Dahnke-Walker Milling Co., milling, grain, feed.*
Howell Grain & Feed Co., grain and feed.

VALDOSTA, GA.

Birdsey Commission Co., mdse. and grain brokers.
So. Georgia Milling Co., mfr. mxd. feed, vel. bean ml.
Valdosta Mill & Elevtr. Co., grain, corn meals, feeds.

VICKSBURG, MISS.

Weil & Son, R., brokers; corn, oats, meal, hay, chops.
Wilkinson, R. C., grain broker.

VINCENNES, IND.

McCardle-Black Co., grain commission merchants.

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Carroll Grain Co., recvrs-shippers-grain, feed.*
Claiborne Commission Co., commission merchants.*
Clark Burd Grain Co., consignments.*
Clark Grain Co., C. M., all kinds grain and feed.
Craig Grain Co., J. W., consignments and mill orders.
Groth, Samuel C., milling wheat and feed.
Hayes Grain Co., John, Okla.-Kan. wheat for mills.
Kansas Flour Mills Co., receivers and shippers.*
Kansas Milling Co., millers and grain merchants.*
Kelly Grain Co., Edward, grain and mill feed.
Koch Grain Co., Geo., milling wheat.
Kramer Grain Co., receivers and shippers.*
Raymond Grain Co., consignments.
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Smith Elevator Co., receivers and shippers.*
Strong Trading Co., wholesale grain and feed.*
Wallingford Bros., receivers and shippers.*
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Wichita Grain Co., receivers and shippers.
Wichita Terminal Elev. Co., general elevator business.*

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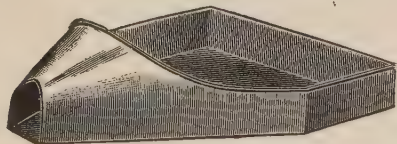
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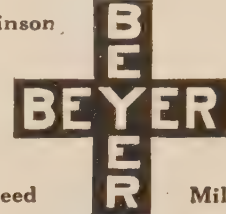
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305 S. La Salle St. CHICAGO, ILL.

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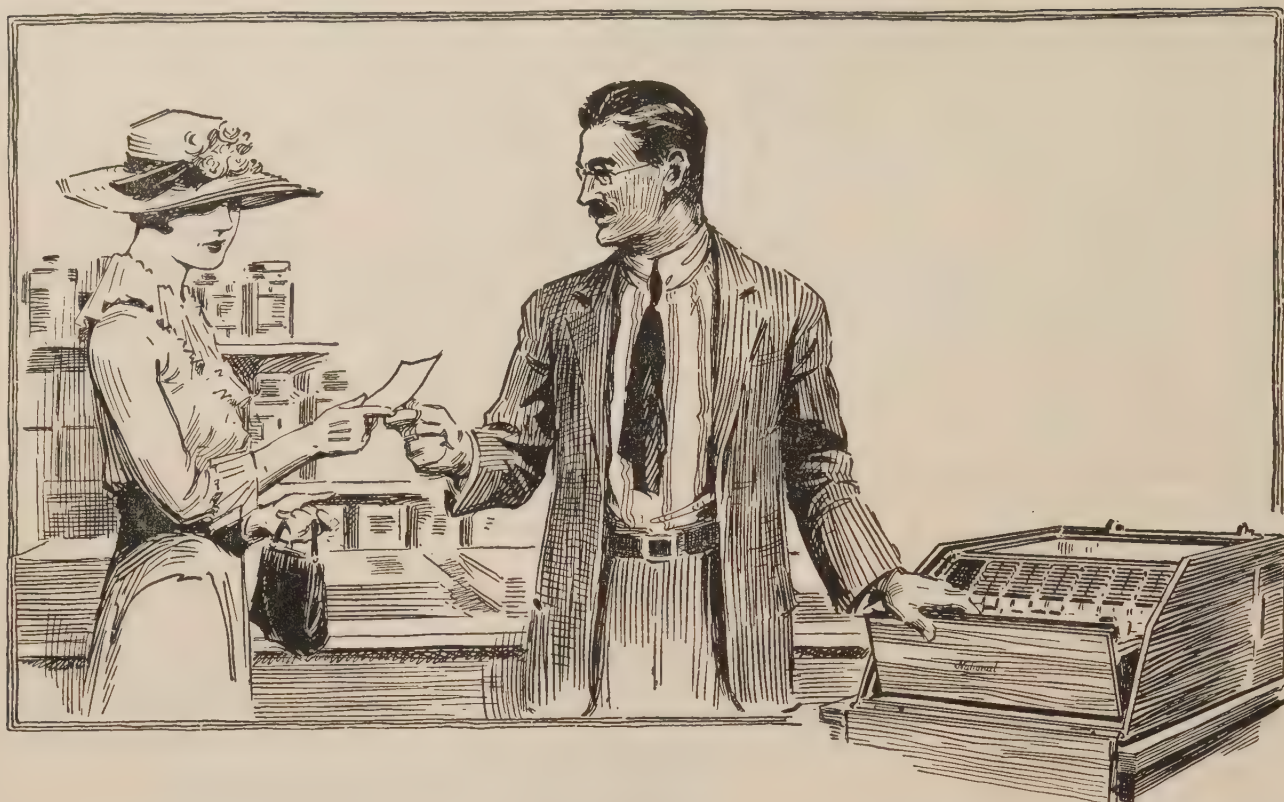
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WHEN a customer comes into your store and wants to know how much she owes, you can tell her the amount instantly.

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Dept. 26
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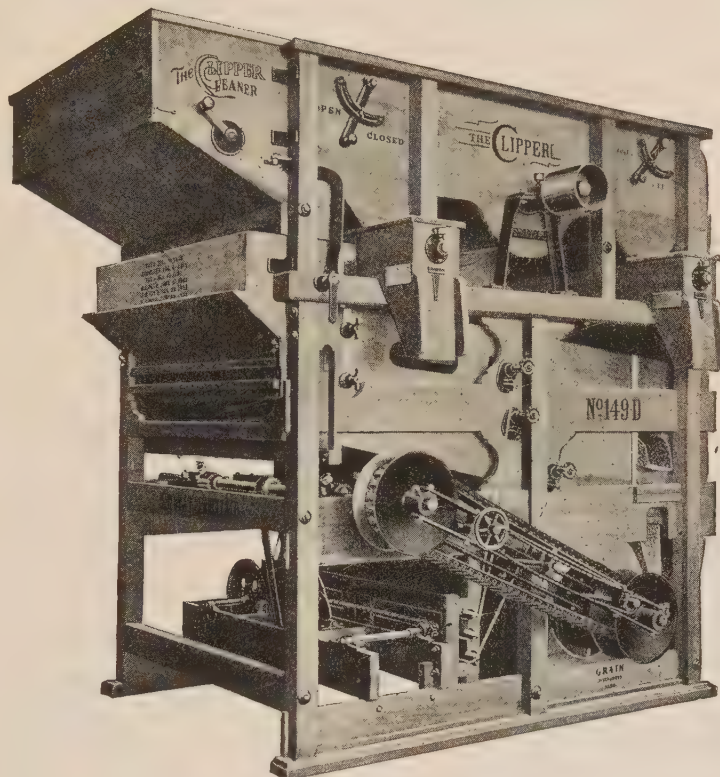
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No. 149-D and No. 8-D



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Variable Air Regulator
Ball Bearing Suction Fans
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Improved Screen Holders
New Type Cross-Head for
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In all these ideas the Clipper leads the Grain Cleaner industry, and it is just such things that make the Clipper the most popular Cleaner on the market today.

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Our Traveling Brush system prevents the screens from filling and the screens work to limit capacity and highest efficiency all the time.

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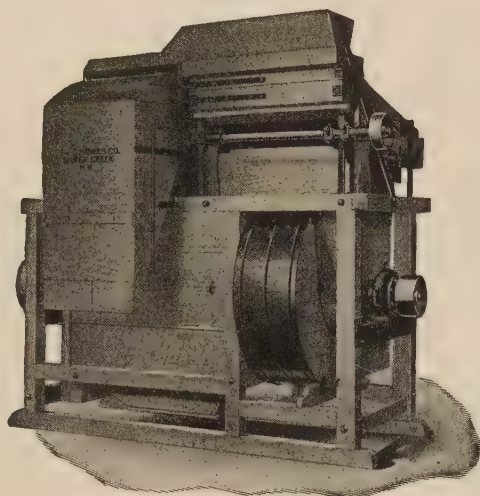
The Variable Air Regulator enables you to secure the desired blast without any annoying changes of pulleys or shifting of belts.

The improvements, labor and time saving devices on our machines make it well worth your time to investigate our claims if you are interested in grain cleaning equipment.

May we send you catalog of our complete line?

A. T. FERRELL & CO.

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"EUREKA" OAT CLIPPERS

are big and strong and rugged—made to run twenty-four hours a day, and three hundred and sixty-five days in a year, and they'll do it, and do it so easily that you will forget you have one on the job.

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FAIRBANKS TYPE-REGISTERING BEAM

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From *R. B. Harris*

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Net *61 30* lbs. Amt. *S. S. Perry* Weigher.

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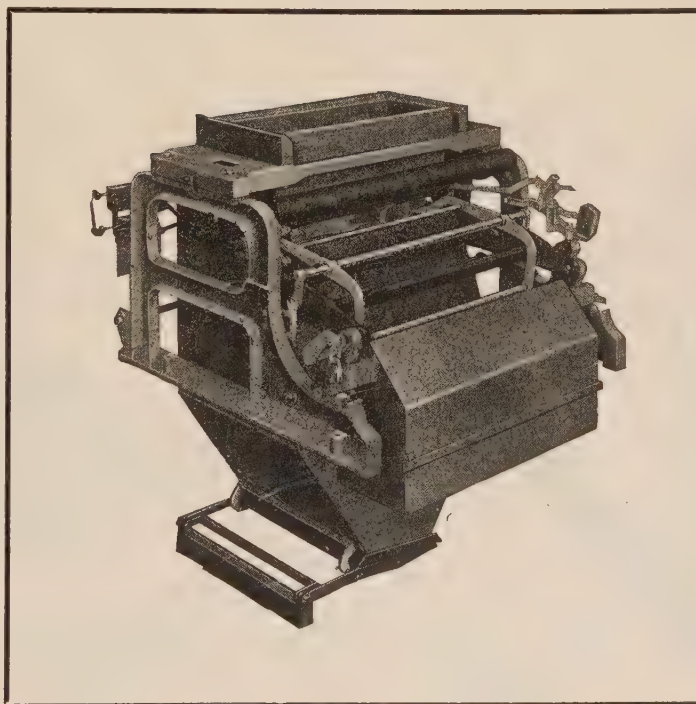
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Within
Official
Interstate
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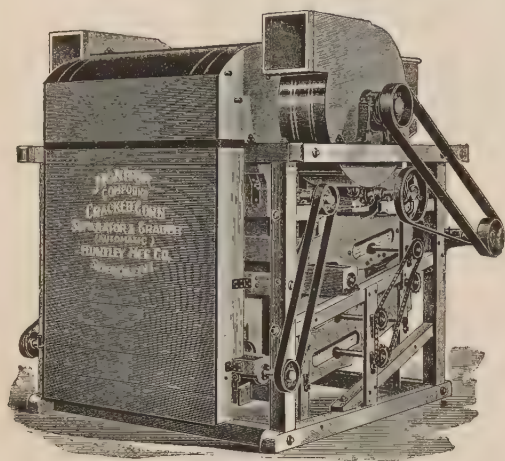
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MOST scales will weigh close to correct if properly coaxed by a human being. Have YOU the time or inclination to do the COAXING? The NEW RICHARDSON operates WITHOUT a HUMAN'S coaxing.

The Only Full Automatic

Others are either HAND OPERATED
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The *Monitor*

Cracked Corn Grader is a Real Grader. You can submit its output to your most critical customer and be absolutely sure of his approval.

He is looking for the perfect article and Monitor grades of cracked corn are the nearest to perfect grades that he will ever see.

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Investigate. Do that and
we rest our case.
Ask us where you can see the machine

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Adopted by
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Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

THE
EMERSON

is no experiment. It is and officials who must times and under all

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KICKER

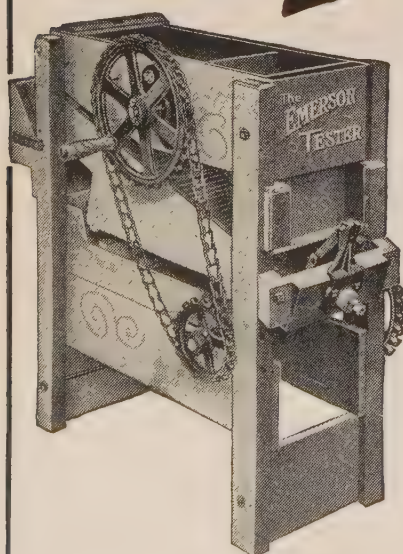
used by all grain men have accuracy at all conditions.

10,000
KICKERS

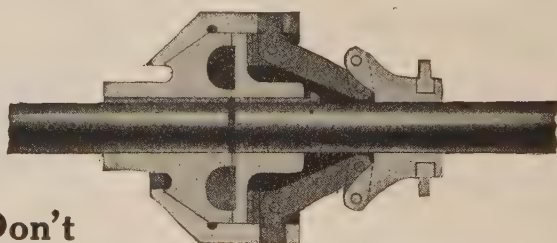
are now in use—the Government uses over 100—Line, Independent and Farmers Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

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Furnished
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Say **PEERLESS**

The PEERLESS Clutch a radically, differently constructed device for this purpose, was designed and proven to have more area of friction surface, less parts, simpler and perfect adjustment, greater stability and longer life. It is constructed entirely of metal of our own formulas and is so mechanically, perfectly assembled that proper lubrication reaches all friction surface. For high speeds and heavy duty we bronze line all friction surfaces in addition to the bronze bush sleeve, which is our standard equipment. The arrangement of links and levers is such that Clutch cannot be accidentally engaged or disengaged.

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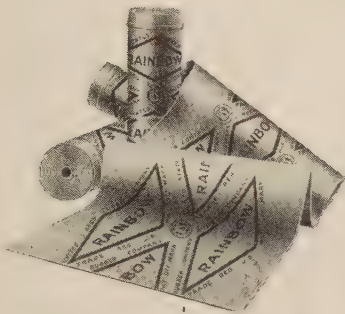
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ST. LOUIS, MO.

Rubber Goods for Flour Mills



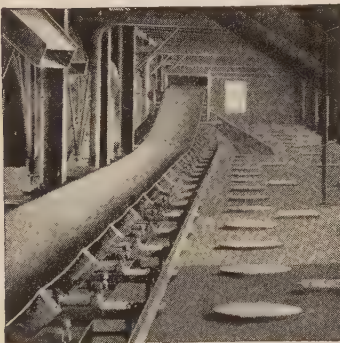
Rainbow Packing



Rainbow Steam Hose



Linen Fire Hose

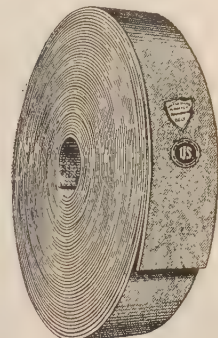


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They are ready to assist flour mill operators by advising as to the best application of mechanical rubber goods in order that the greatest possible service may be obtained for every dollar invested.

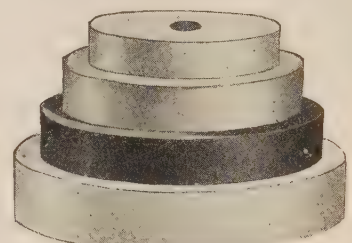
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Rainbow Belt



Perfected Water Hose



Pump Valves

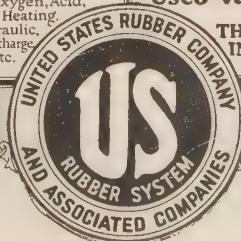


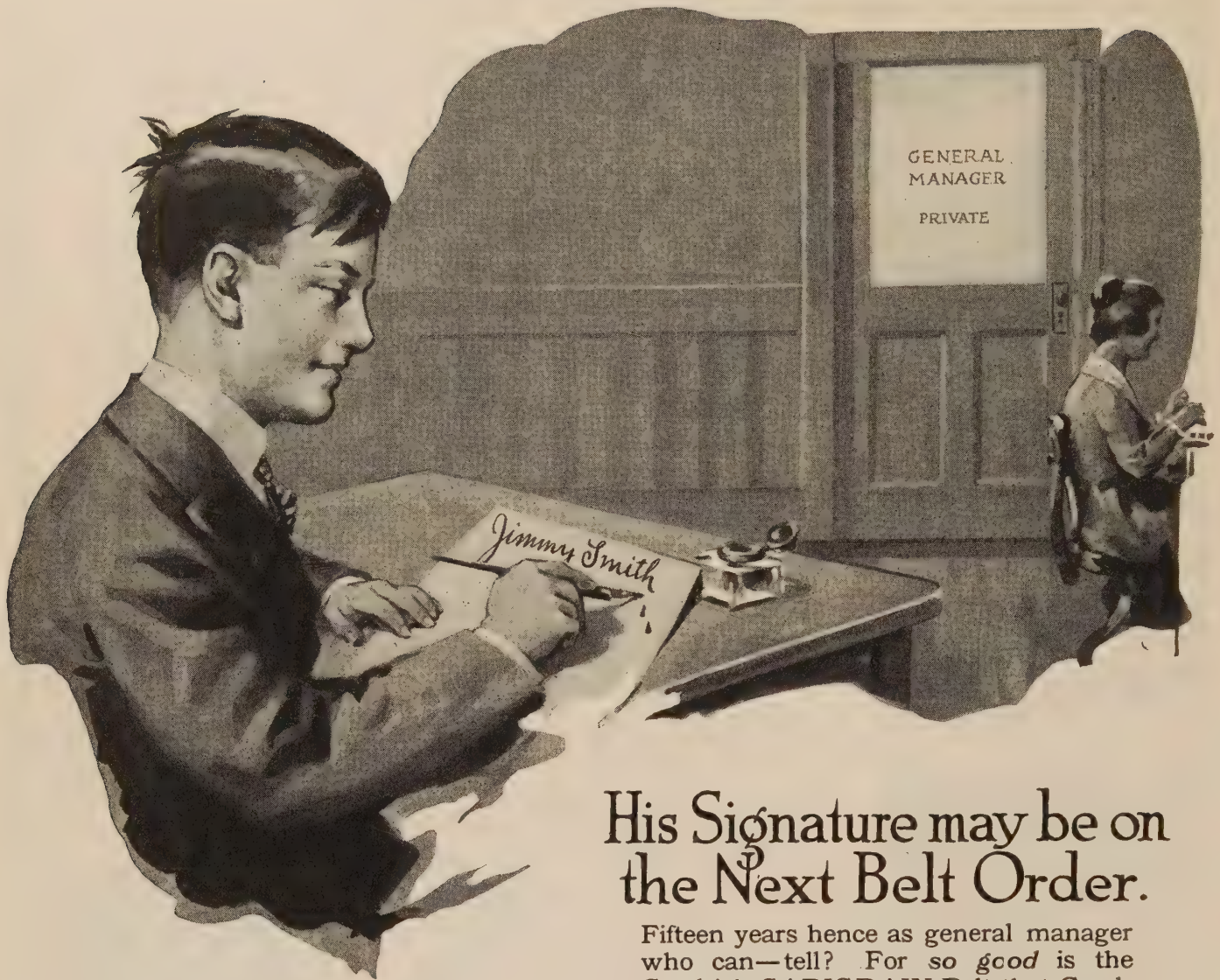
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The World's Largest and Most Experienced Manufacturer of Mechanical Rubber Goods

BELTING	HOSE	PACKINGS	MISCELLANEOUS
Transmission "Rainbow," "Pilot" "Shawmut," "Giant Stitched" Conveyor "United States," "Grainster" Elevator "Matchless," "Granite," "Grainster" Tractor "Sawyer Canvas" "Little Giant Canvas" Agricultural "Rainbow," "Bengal" "Grainster," "Sawyer Canvas"	Air "4810," "Dexter" Steam "Rainbow," "Giant," "Perfected" Water "Rainbow," "Mogul," "Perfected" Suction "Amazon," "Giant" Garden "Rainbow," "Mogul," "Lakeside" Also Hose for Acetylene, Oxygen, Acid, Air Drill, Auto Radiator, Car Heating, Air Brake, Gasoline Oil, Hydraulic, Chemical, Coke, Creamery, Discharge, Vacuum, Sand Blast, Spray, etc.	Sheet "Rainbow," "Vanda," "Paramo" Rod "Wizard," "Rainbesto," "Peerless," "Honest John," "No. 573" and hundreds of other styles in coils, rings, gaskets and diaphragms — Usco Valves — THE RIGHT PACKING IN THE RIGHT PLACE	Mats, Matting and Flooring, Plumbers' Specialties, Rubber Covered Rolls, Friction Tape, Splicing Compd., Dredging Sleeves, Hard Rubber Goods, Printers' Blankets, Tubing, Soles, Heels, Jar Rubbers, Moulded Goods





His Signature may be on the Next Belt Order.

Fifteen years hence as general manager who can—tell? For so good is the Goodrich CARIGRAIN Belt that Goodrich confidently predicts that—with reasonable care—it will deliver fifteen years of faithful, economic service. The finest in craftsmanship is CARIGRAIN Belt!

How painstakingly the especially woven fabric has been selected, how watchful have been its makers in the removal of all excess stretch, with what care and rare judgment the gums for friction and cover have been chosen—material here for an industrial romance.

Fulfilled! The need of a belt that will write worries off your mind for a generation. *Economy precisely defined!*

A world of "Reason Why" awaits you in the Goodrich Grain Belt Catalogue. Send for it. And don't overlook LEGRAIN—CARIGRAIN'S Quality kin for "leg" service.

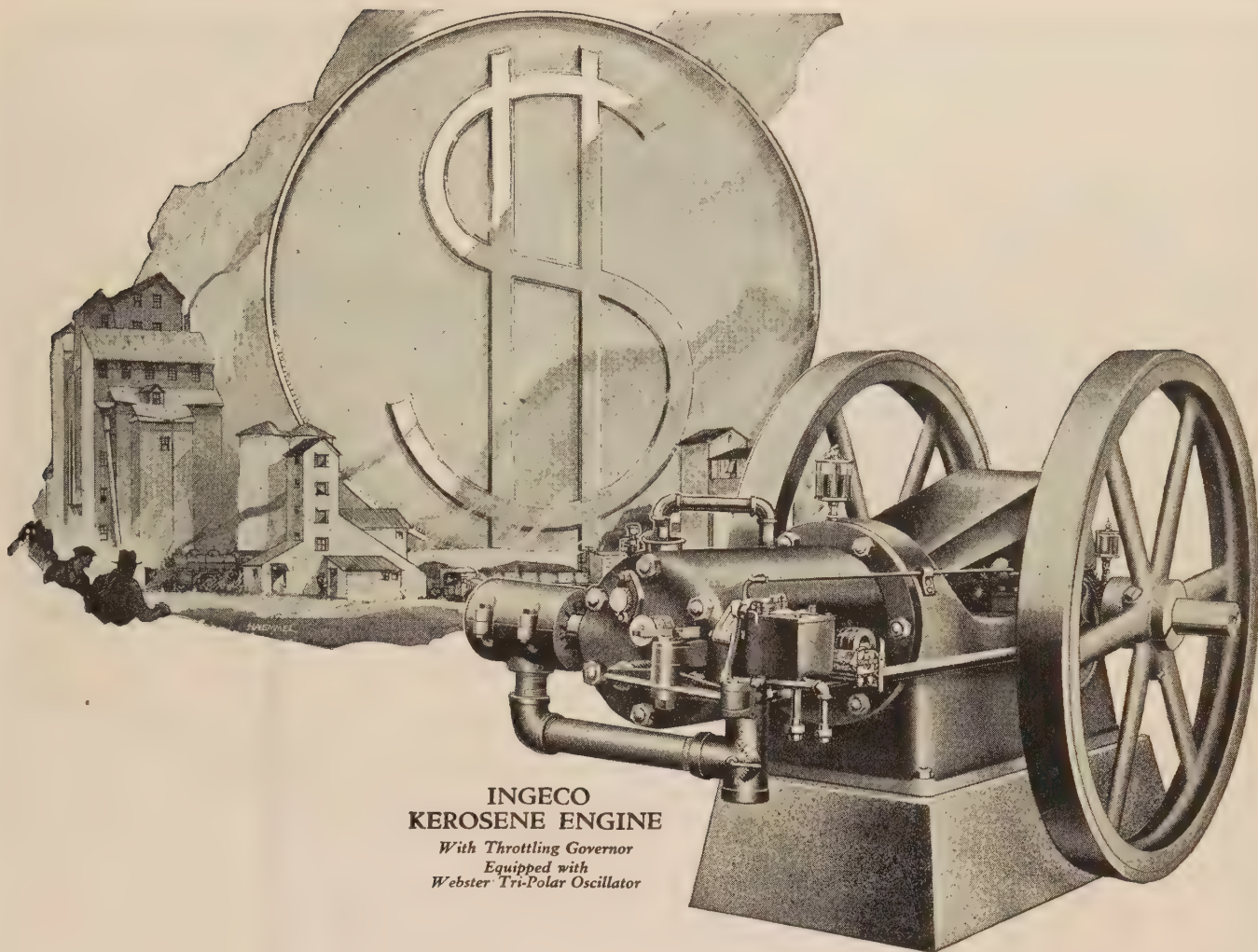
Goodrich "Carigrain" Belt

FOUNDED 1869



THE B. F. GOODRICH RUBBER COMPANY
Akron, Ohio

Best in the Long Run



INGECO
KEROSENE ENGINE
*With Throttling Governor
Equipped with
Webster Tri-Polar Oscillator*

—A Profitable Grain Elevator Investment

EVERY dollar invested in an Ingeco Engine works for you at a profit 52 weeks in the year. Ingeco Throttling Governor Kerosene Engines are rugged and strong—quick starting (equipped with Webster Tri-Polar Oscillators) — maintain uniform speed under varying loads. Sizes: 10 to 125 h. p.

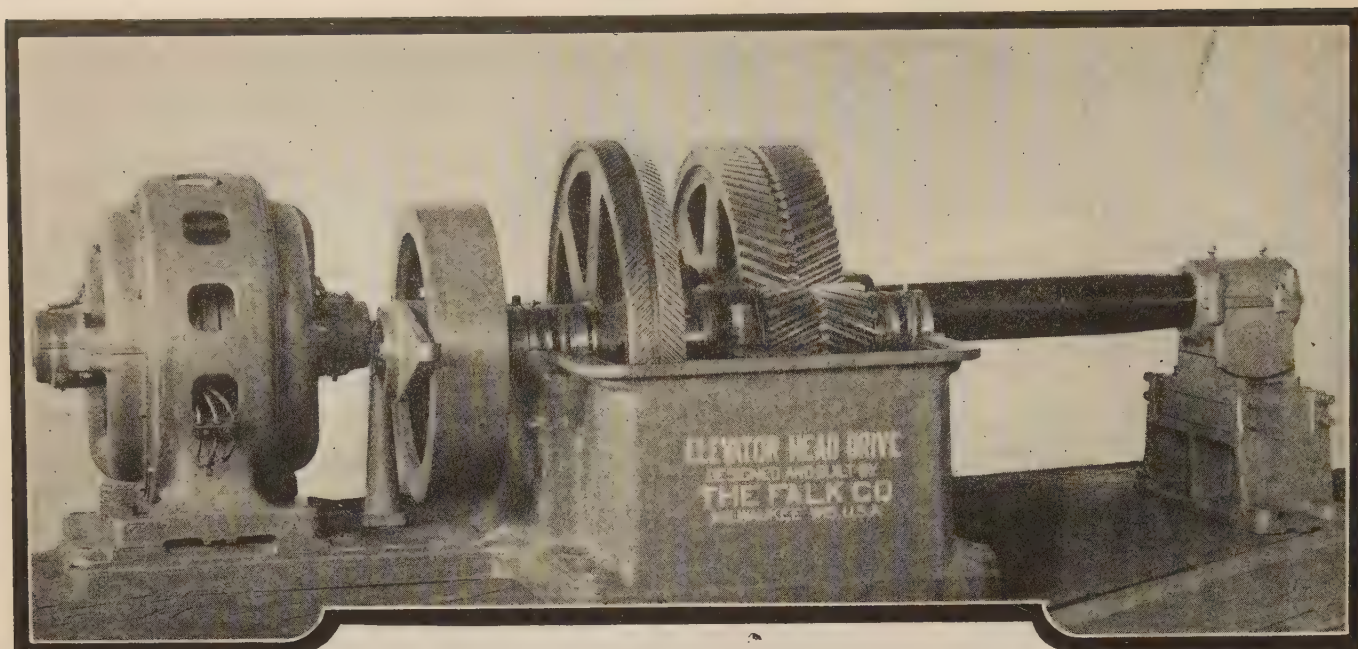
With an Ingeco, grain can be elevated quickly—more customers handled in a day. This, with low fuel consumption, low upkeep, full-rated power on kerosene and cheap fuels, gives you a grain elevator investment which pays good dividends every working day in the year.

Before making a final decision on a kerosene engine, examine the Ingeco or read Bulletin AA—a treatise on gas engine performance. For full details address:

WORTHINGTON PUMP AND MACHINERY CORPORATION

309 Holthoff Place, Cudahy, Wis. (Suburb of Milwaukee)

Executive Offices: 115 Broadway, New York City



Ready for the World's Most Modern Elevator

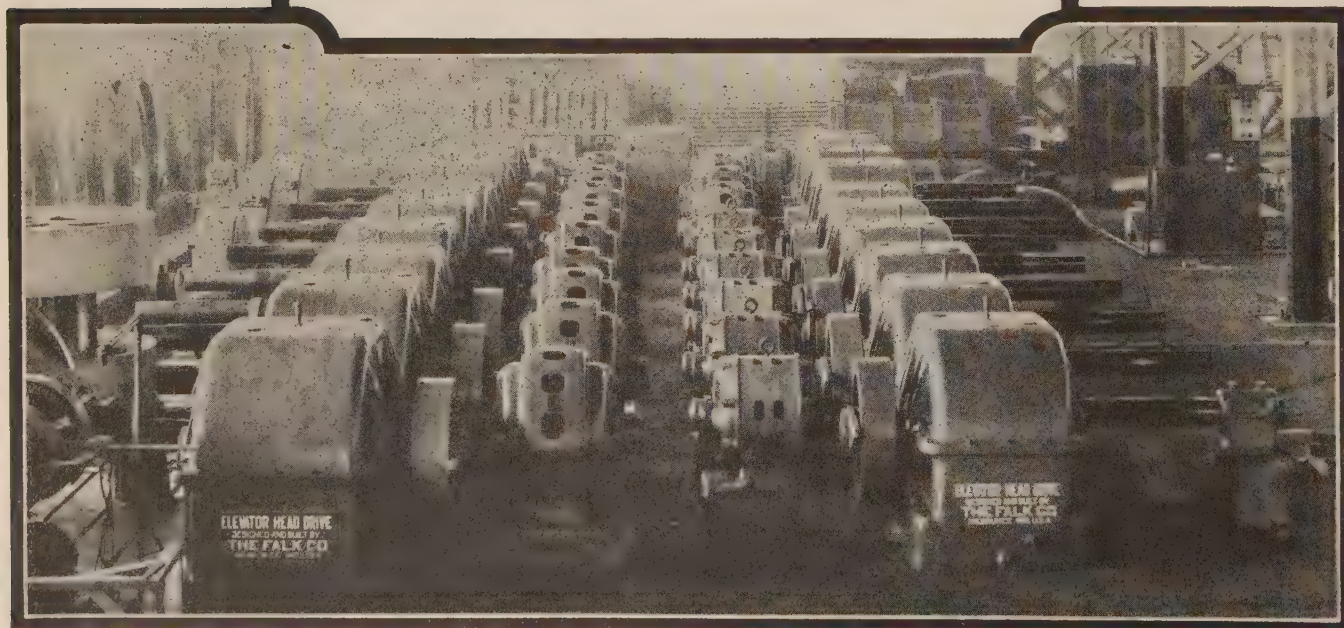
The Northern Central Elevator of 5,000,000 bus. capacity now being built by the James Stewart & Co., at Canton, Baltimore, Md., is designed to be the most efficient Grain handling plant ever built.

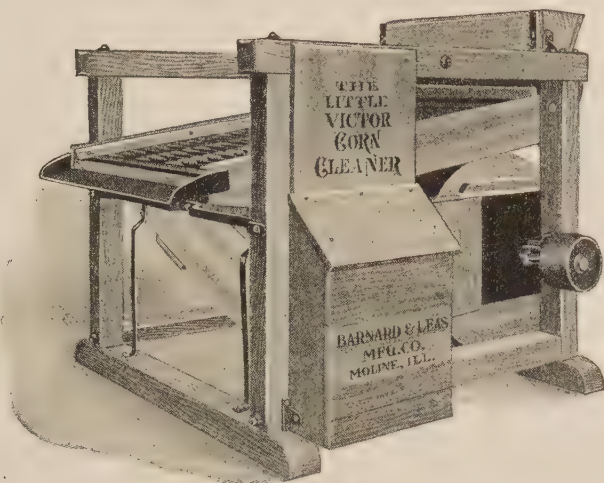
Elevator legs will be equipped with 100 and 150 h. p. motors having a speed of about 800 R.P.M. In order to reduce this speed to about 30 R.P.M., the speed of the head pulley, The Falk Co. designed herringbone reduction gears for all 19 legs.

Owing to the high efficiency and the saving in power consumption in these gears being so highly satisfactory, the James Stewart Co. have decided to use them on all drives requiring the necessary speed reduction.

THE FALK CO.

Milwaukee, Wisconsin





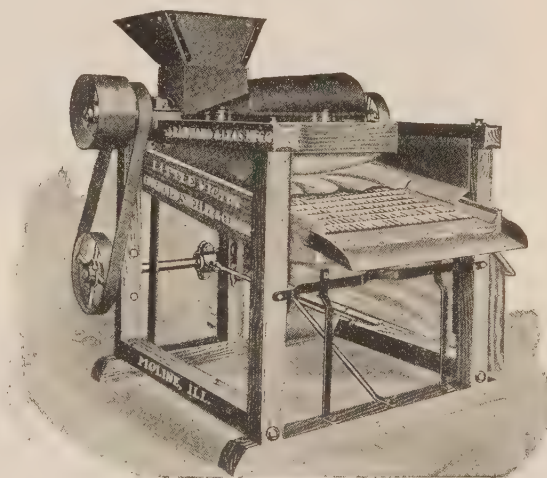
Two Efficient Small Capacity Machines

The Little Victor Corn Cleaner

As a corn cleaner of moderate capacity, this machine has no equal. The corn sieve is the Barnard-Cornwall patent finger sieve, which, in one operation, removes all the fine cob ends, and makes the corn thoroughly clean for grinding into meal. It is just the machine for the grist mill. Extra, adjustable sieves can be furnished, which can easily be changed to handle different kinds of grain. It can be used very effectively in the small mill as a Receiving Separator.

LITTLE VICTOR Combined Corn Sheller and Cleaner

Made to meet the requirements of all wanting a machine of small capacity, yet strong, durable and efficient. It is equipped with the Barnard-Cornwall new patent finger sieve, which prevents choking and cleans the corn better than any other sieve. There are thousands of these machines in use, all giving the best of satisfaction.



Catalog No. G-16 illustrates a complete line of corn shellers and cleaners



BARNARD & LEAS MFG. CO.

MILL BUILDERS AND
MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

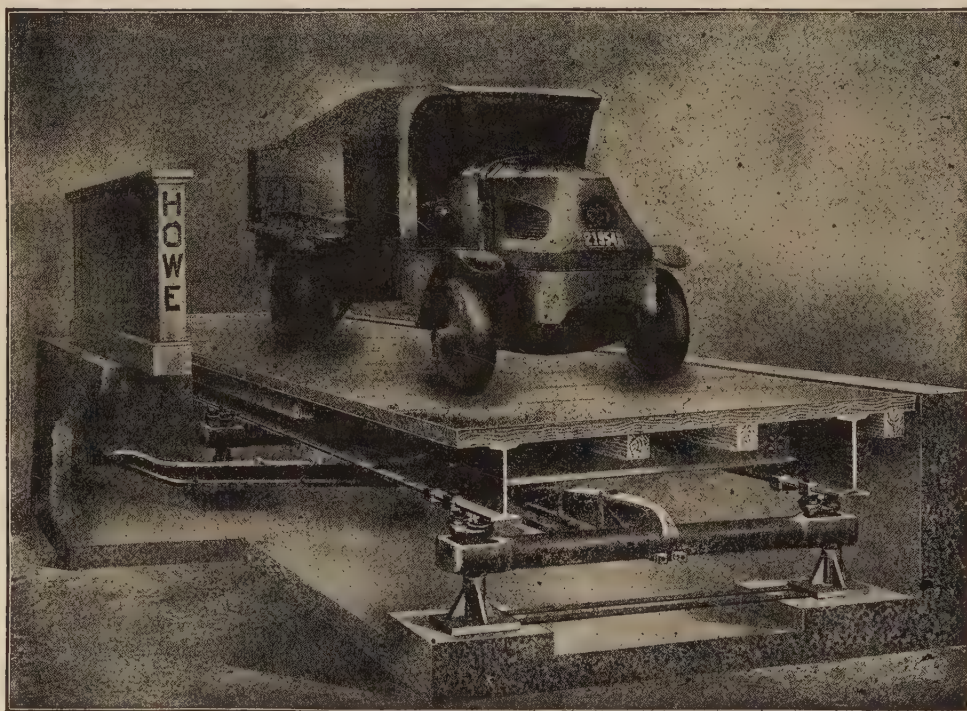


Howe Auto Truck Scales with Ball Bearing Platform

The large increase in the use of Auto Trucks throughout the country has created an enormous demand for Auto truck scales.

If you *buy and sell by weight* you want the best weighing device made. The HOWE will answer this description. The 1920 demand will be greater than the supply. *Get your order in early.*

H
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W
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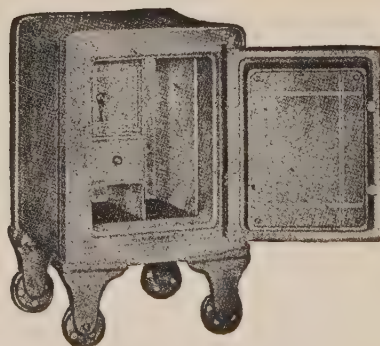
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Spiral Conveyor

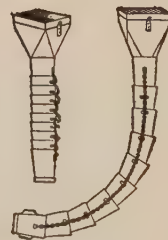


Flexible Spout Holder



Fire Proof Safes

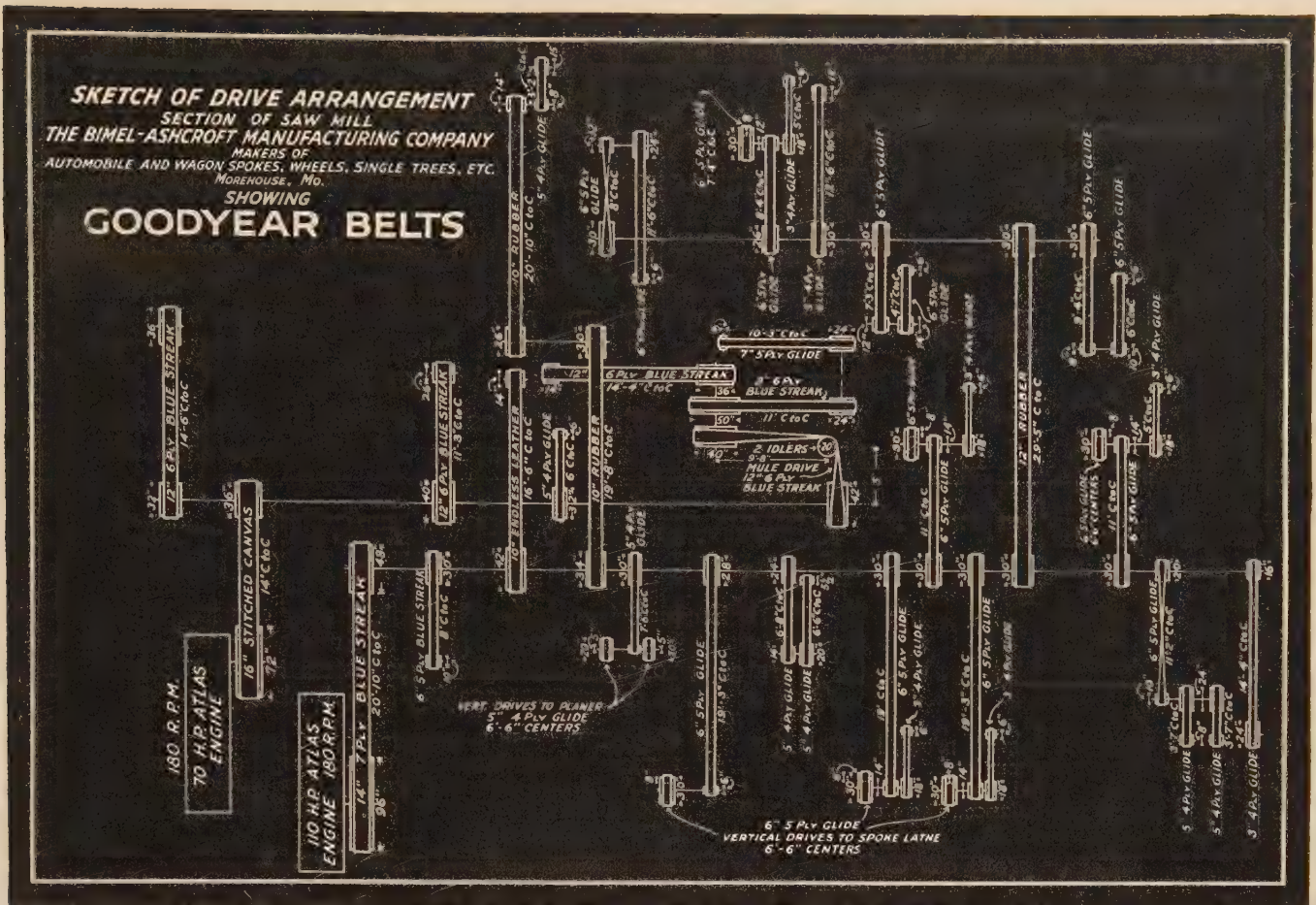
Flexible
Loading
Spouts



All Styles Buckets

We carry large stocks of Pulleys, Belting, Sprockets, Transmission Rope, etc., for prompt shipment. When in need write us.

American Supply & Machinery Co., Omaha, Nebraska



Copyright 1920, by The Goodyear Tire & Rubber Co.

An Order, Two Plants—and the G. T. M.

The first time the G. T. M.—Goodyear Technical Man—talked with this Company that today has two plants practically standardized on Goodyear Belts he virtually declined an order. He had an opportunity to sell a belt of the same dimensions as the one which had just worn out after a short term of unsatisfactory service. Instead, he took the larger opportunity of demonstrating the value of an expert study of belting quality and working conditions.

The Bimel-Ashcroft Manufacturing Company had been having costly trouble with a 14-inch, 5-ply belt on the main drive in their Morehouse, Mo., plant. Time after time they had had to cut it because it had stretched. Every cut meant a shut-down of the main drive, involving heavy loss of production. When, finally, the stretch was eliminated, the rawhide lacing began to break, the lacing holes pulled out, and the belt began to open at the plies. So they decided to get a new belt, and told the G. T. M. to send on one of his 14-inch, 5-ply belts.

"Let me recommend a 14-inch, 7-ply Goodyear Blue Streak," said the G. T. M. "Your drive calls for a stronger belt than you have been using. Among the drive factors affecting the belt is a starting load 50% heavier than the running load." He went on to show how his analysis included every factor of power, pulley dimensions, and general service conditions. His recommendation finally was accepted on the strength of what he showed he had learned about that drive.

The Goodyear Blue Streak's success not only put an end to the main drive troubles but opened the way for analyses of the entire plants of the Bimel-Ashcroft Company at both Morehouse and Poplar Bluff. Today, two and a half years after the G. T. M.'s study of that one drive, 82 of the hundred belts in the Morehouse mills are Goodyear, and so are 50% of those in the plant at Poplar Bluff. As fast as any other kind of belt gives up a job, a Goodyear Belt, G. T. M.-specified to its work, takes its place.

In the racking service of the high speed saws and lathes, Goodyear Glide Belts serve the tools; on the heavier drives of the bolting saws and the heading saws, Goodyear Blue Streak Belts withstand the severe duty with an inbuilt strength. These belts vary in length and width and plies and type of construction, but they are uniform in the quality that repays their slightly greater first cost with an ultimate operating economy. They deliver full power, hold the pulleys in a friction-surface grip, hold at the plies and wear both evenly and long.

The G. T. M. is at your service. If his recommendations prove valuable to you, our return will be increased, as it has been in this instance, by your satisfaction and the good word you will pass on to your fellow manufacturers. For further information about the G. T. M.'s method, and about the belts which Goodyear builds with the care implied in the command, "Protect our good name," write to The Goodyear Tire & Rubber Company, Akron, Ohio.

BELTING • PACKING HOSE • VALVES
GOODYEAR

THE BIRD SHIPPING SCALE

RECORDS SURE PROOF HAND WEIGHTS



That's what counts with the man who must pay your claims.

Automatic scales may weigh correctly, but you have nothing to show for it except the number of dumps made. If your claims are contested, you can't swear to how many pounds went into the car because you were not there and weighed it yourself.

The BIRD Scale automatically records not only every discharge, but the exact number of pounds to each discharge.

NO ADJUSTING — NO TESTING — NO CHANGING OF WEIGHTS REQUIRED

The BIRD is simplicity itself. The scale proper consists of one lever only. It is absolutely fool-proof and mistake-proof—can't be operated wrong. Sold under guarantee to give correct weights or can be returned. Capacity, 3,000 bushels per hour.

BIRD Scale Weights are contest proof, because they are hand weighed and automatically recorded. You can go on the witness stand and swear to the BIRD Scale Record because you balanced the weighing beam yourself.

The BIRD Scale is independent of foundation or settlement of elevator. It hangs suspended from the structure and is self-aligning. No binding—no fine mechanism to get out of order. The BIRD is always accurate and reliable.

Let us prove our claims.

Write for catalog and full particulars.

THE STRONG-SCOTT MFG. CO., Minneapolis, Minn.

**"Standard" Steel
and Galvanized Iron**

Mill and Elevator Equipment

Unsurpassed facilities and years of engineering experience make "Standard" Products Dependable.

When in need of Tanks, Stock Bins, Tempering Bins, Spouting, Elevators, Legging, Buckets, or other Mill Equipments,

Write for quotations

Standard Steel Works

Successors to The Ell-Kay Mfg. Co.

1726 Tracy St., Kansas City, Mo.

CONFIRMATION BLANKS

Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicate confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order form No. 6 CB, Price 90 cts.

GRAIN DEALERS JOURNAL

**305 S. La Salle Street
CHICAGO**

SUCRENE FEEDS

LOOK for a big demand on Sucrene Feeds for spring and summer feeding. Sucrene Dairy Feed for cows on pasture, Sucrene Hog Meal and Poultry Feeds for growing pigs and poultry, have an established reputation for profitable returns.

Right now we are giving Sucrene dealers a tremendous advertising boost. Page and double-page announcements on spring and summer feeding of Sucrene are going to stock feeders, dairymen and poultry raisers in your locality—arousing old friends and creating new prospects for immediate business.

Quality value, good-will value and continuous advertising combine to make every day "moving day" for Sucrene Feeds. Sack sales are followed by wagon-load-sales, because every sack produces results that satisfy.

Get your order in now. Write us at once for prices.

AMERICAN MILLING COMPANY

Main Office and Mills: PEORIA, ILL.

BRANCH OFFICES: Philadelphia, Pa., 205, The Bourse
Boston, Mass., 88 Broad St., Boston 9

Sucrene Dairy Feed

Sucrene Calf Meal

Sucrene Hog Meal

Sucrene Poultry Mash
with Buttermilk

Sucrene Scratch and
Chick Feeds

Sucrene Horse Feed
with Alfalfa

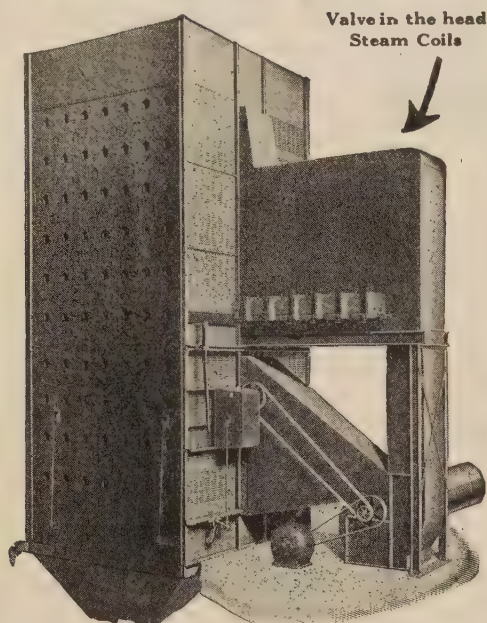
Amco Fat Maker for
Steers

Empire 20% Dairy Feed

Amco Dairy Feed 25%
Protein for Heavy
Milkers



MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
Direct Heat Driers**

THE STRONG-SCOTT MFG. COMPANY

"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG

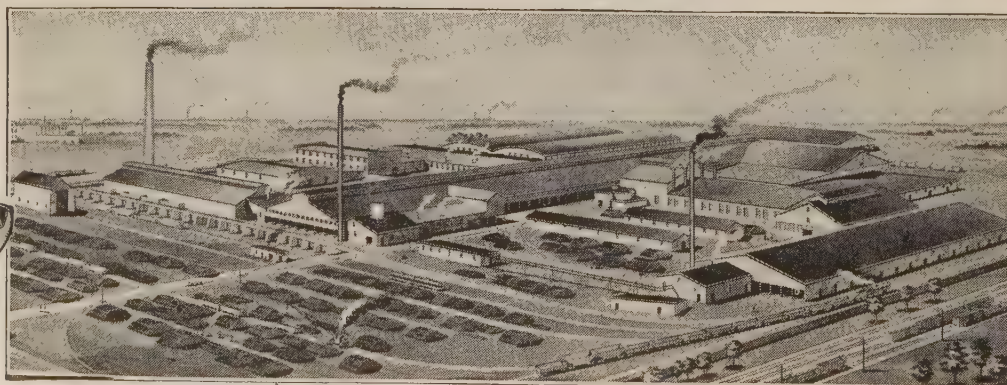
Ankorite
STEEL FENCE POSTS

TradeMark Reg. U.S. Pat. Office

GUARANTEED

By "The Mill Behind the Post"

CALUMET STEEL CO., 208 South La Salle Street, Chicago, Ill.



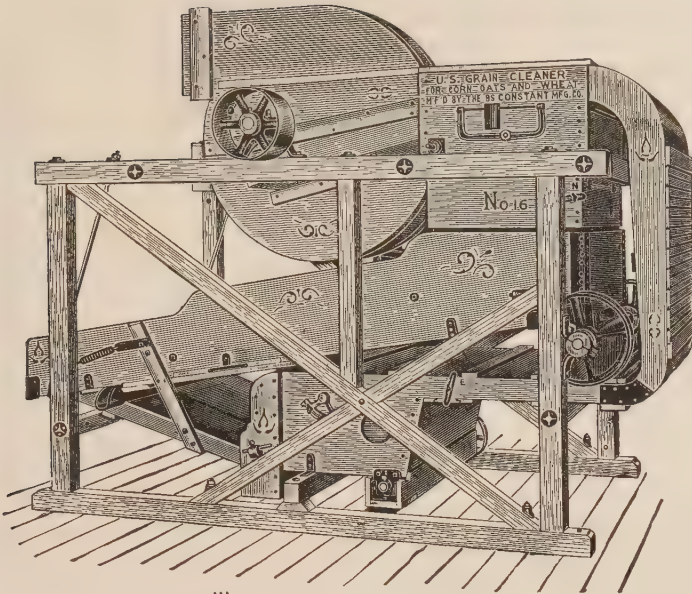
Works of Calumet Steel Co. Established 1907. Capacity 40,000 Posts a Day.

Angle
Post

Pat.
Aug. 21
1917

"T"
Post

Pat.
Aug. 21
1917



Quality Cleaning

You grain men of experience know that clean grain brings a premium price at the terminal markets. For this reason your elevator should be equipped to thoroughly clean all grain before shipping.

The U. S. Grain Cleaner

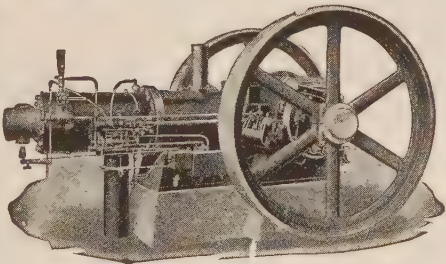
is acknowledged a leader in satisfactory performance, and has built up a reputation for operating efficiency and economy that needs no remarks on our part.

Satisfied users are our best endorsements and to them we will gladly refer any prospective buyers of grain cleaning machinery; knowing their testimony will bring the purchaser to the U. S. factory.

Write for further information about this cleaner and other grain elevator machinery.

B. S. Constant Manufacturing Co.

Bloomington, Illinois



Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

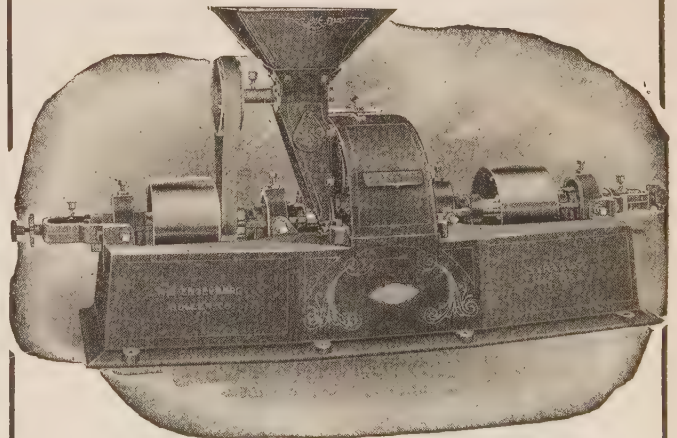
Reasons Why

Lower Fuel Cost	Steadier Power
Closer Regulation	Greater Reliability
No Shut-downs	Fewer Repairs
More Power	Lower Upkeep

Write for proof of facts.

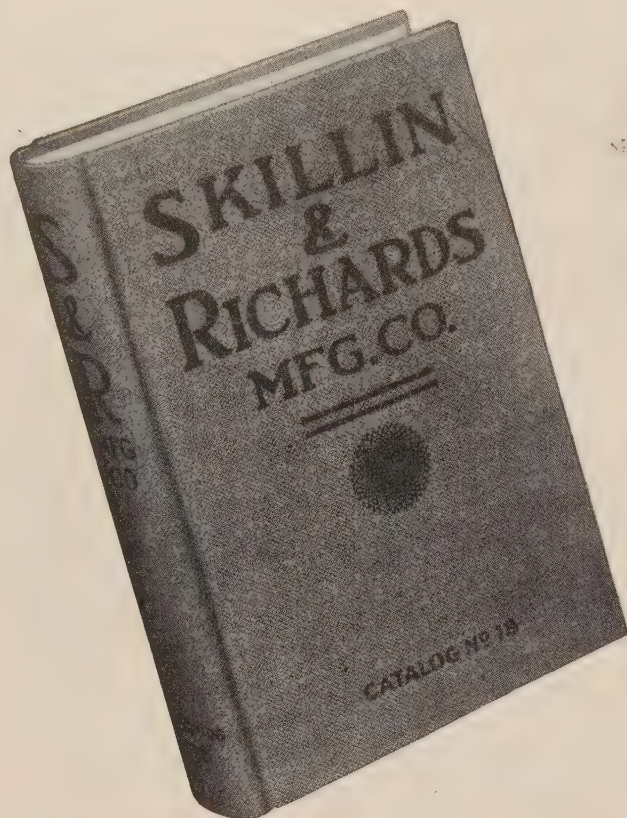
MUNCIE OIL ENGINE CO.
518 JACKSON STREET MUNCIE, IND.

You Cannot Judge A Mill by the Advertised Description



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

THE ENGELBERG HULLER CO.
831 W. Fayette Street SYRACUSE, N. Y.



A Book of Better Grain Handling Machinery

In the course of a year it happens many times that you find yourself in need of some particular piece of machinery. It happens as often that you do not know just where to get it. For your convenience and for efficiency's sake you should have our catalog for ready reference.

Send for your copy today. Don't wait until you need it.

Skillin & Richards Mfg. Co.
4516-60 Cortland St. CHICAGO, ILL.

OUR MOTTO for over twenty-five years has been **SAFETY FIRST**. During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

THE DAY COMPANY
Minneapolis, Minn.

OUR IMPROVED Railroad Claim Book

requires little of your time for filing, and contains spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. It increases and hastens your returns by helping you to prove your claims and by helping the claim agent to justify payment.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

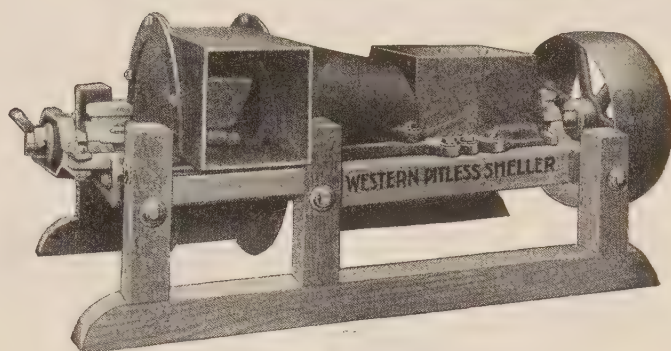
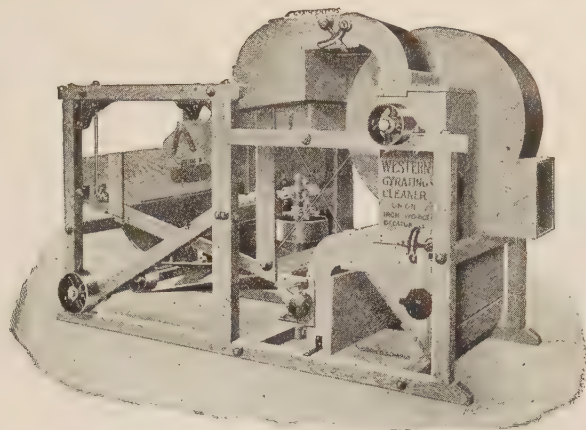
- A is for Loss of Weight in Transit Claims.
- B—Loss in Market Value Due to Delay in Transit.
- C—Loss in Quality Due to Delay in Transit.
- D—Loss in Market Value Due to Delay in Furnishing Cars.
- E—Overcharge in Freight or Weight.

Forms A, B, C, D and E are well bound in three books, as follows:

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Send all orders to

GRAIN DEALERS JOURNAL
305 South La Salle Street CHICAGO, ILL.

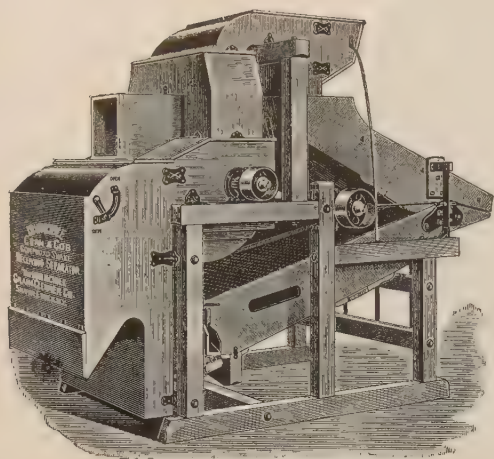


ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

UNION IRON WORKS, Decatur, Ill.



Good corn and small pieces of cob must be separated before marketed. This separation cannot be made on the ordinary type of receiving separator.

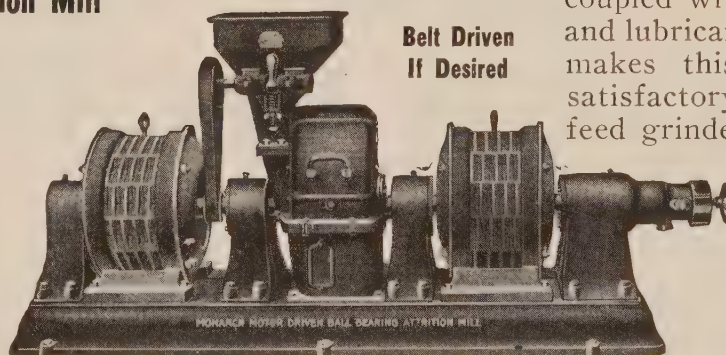
The machine illustrated is designed especially for making that separation and will work equally well on other grains.

Invincible Grain Cleaner Company
SILVER CREEK, N. Y.

The Monarch

Ball Bearing Attrition Mill

has, by successive forward steps, reached the point where it can safely be said that it is a mill of unrivaled mechanical perfection. Every possible form of design for the saving of time, labor and material has been incorporated in the construction of this satisfactory feed grinder.



**Belt Driven
If Desired**

coupled with time and labor and lubricant saving features makes this mill the most satisfactory and economical feed grinder on the market.

**A Copy of
Catalog D-115
Will Be Sent
on Request.**

SPROUT, WALDRON & COMPANY

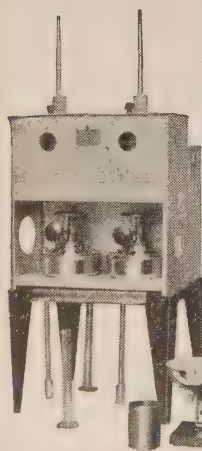
Mill Builders and Milling Engineers

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Main Office and Works:

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FLINT-BROWN-DUVEL MOISTURE-TESTERS

Electric, Gas or Alcohol Heated

Eliminate Guess Work

Equipped with certified thermometer, "Pyrex" glass or copper flasks and most accurately calibrated glassware. Over 100 Flint-Brown-Duvel Moisture Testers in use in the mills and elevators of the Russell-Miller Milling Co., also in use by government grain inspection departments. Get in line for handling the coming crop. Wheat Testing Sieves, Grain Triers, etc. Let us send you our Catalogue.

DE ROO GRAIN LABORATORIES
FLINT, MICH.

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



IF YOU WANT

regular country shippers to become familiar with your firm name, place your "ad" here :: ::



**SPRING
PASTURE
IS ALL
RIGHT**

BUT-

The United States Government Bulletin No. 743 says:

"The bulky nature of pasture grass places a positive limit upon the capacity of the cow to take feed. In other words, the cow's stomach cannot hold grass enough to supply the required nutrients for maximum milk production, therefore a part of her ration should be of a more concentrated nature."

That's why your customers should continue to feed

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

right through the pasture season, because these two feeds best supply the concentrated nutrients for bodily maintenance of health conditions—both of which are necessary for maximum milk production.

Most farmers and dairymen realize the importance of feeding a concentrated grain ration even when their cows are supplied with abundant pasture, so don't let up on your Schumacher and Big "Q" sales. Push them just as hard now as at any season of the year. Tell your customers how these two feeds supply the needed qualities that pasture alone lacks.

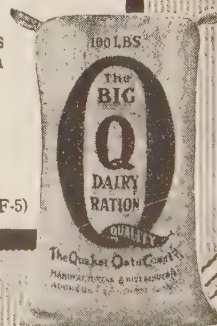
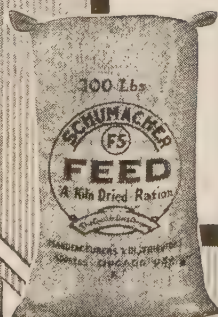
Call their attention to the fact, too, that Schumacher Feed is an ideal feed for all farm stock. It is a wonderful growing feed for young hogs—splendid for horses—and all growing animals.

If you are not handling these two fast selling feeds now, write for our dealer's proposition. Let us show you how you can get the bulk of the feed business in your locality.

The Quaker Oats Company

Address Chicago, U. S. A.

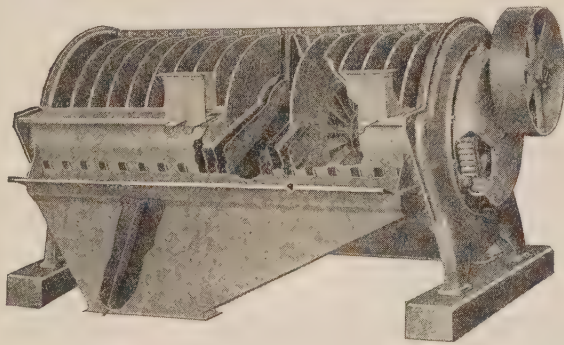
(F-5)



New Carter DISC SEPARATOR

enables the grain elevator operator to clean to no dockage. Not by continuous cleaning but by one operation.

In the past elevator men have not considered it worth while to clean to no dockage with the old methods. It took too much time and was very costly. Getting this result in so short a time with the New Carter, is placing them in a position to ship higher graded wheat to the terminal markets. Higher grades of course mean higher prices.



Air suction plays no part whatever in making this separation and costly dust collecting equipment, together with power required to run the fan, are all eliminated. In fact, the total power required to drive a 250-bushel disc separator is less than 3 h. p.

It occupies but little floor space. Its simplicity; its freedom from vibrations; its lack of attention and upkeep and the perfect separations it makes, has caused it to enjoy wide popularity.

Our illustrated catalog is yours for the asking. The longer you delay installing a New Carter the smaller your profits will be. Act today.

Carter-Mayhew Mfg. Co.
607 5th Ave., So., Minneapolis, Minn.

AS PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

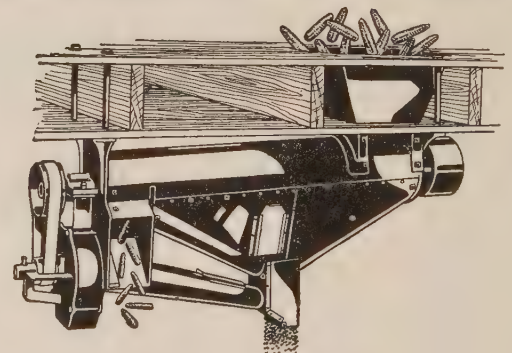
New York Belting & Packing Co.

91-93 Chambers Street
NEW YORK

124-126 W. Lake Street
CHICAGO, ILL.

2d Ave. N. and 3d Street
MINNEAPOLIS, MINN.

218-220 Chestnut Street
ST. LOUIS, MO.



Style B Triumph Corn Sheller

TRIUMPH CORN SHELLERS

Shell corn thoroly without breaking the cobs or the kernels and take little power.

Our new Corn Sheller Bulletin tells all about them. Ask us to send you a copy.

THE C.O. BARTLETT & SNOW CO.

Main Office and Works: Cleveland, Ohio

No. 1192

Buy the Best Iron Siding—Then put it on right

Regardless of the gage of iron used, workmanship in putting on elevator siding, has everything to do with the life of the iron. The most common mistake is to use a light gage iron and employ men inexperienced in placing iron on grain elevators. One builder writes:

"We find regardless of the gage of iron used, workmanship has everything to do with the job as far as the life of the iron is concerned. The most common mistake is, that inexperienced men are employed for placing iron on grain elevators, with the result that the life of the material is very short.

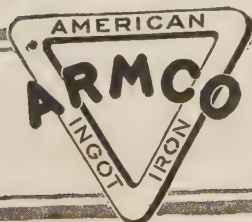
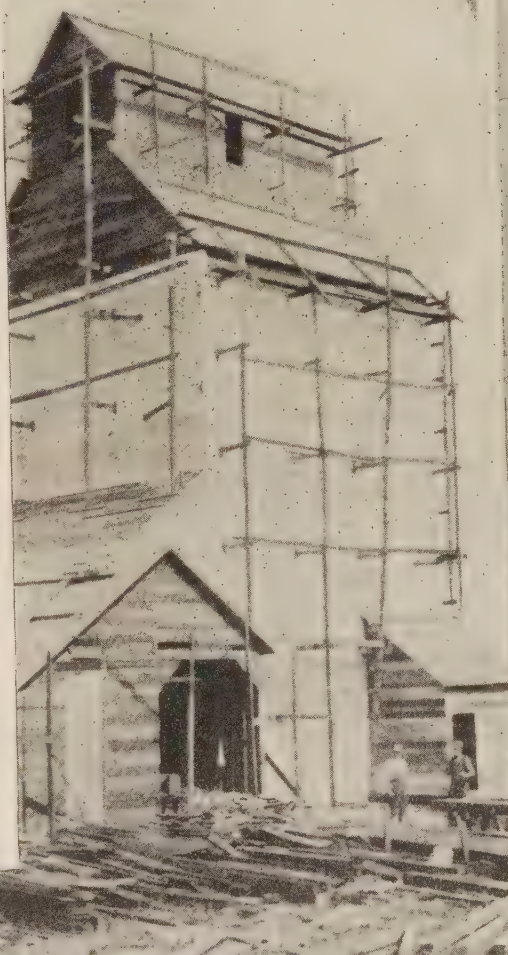
We have special men whom we have trained to carry out the work as we want it, and our results with iron on both walls and roofs have been very satisfactory.

Instead of placing the roof cleats to hold the roof in place we do not allow our men to separate them further than 8 inches on center. It was customary with most builders to run these up to two and three feet apart. The wind playing on the roof works these cleats loose, the results are sheets blowing off. We place two thicknesses of tar paper under the iron roofing in all cases, forming the cushion between the iron and the board.

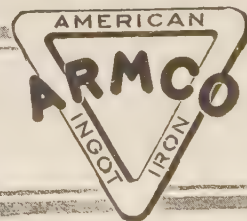
We never allow anything but blind nailing in any of the iron roofing that we put on. Should it so happen that a nail had to be placed and was not blind nailed, we see that it is soldered immediately. We use all lock joints on our roofing jobs, including the lap on the cornice.

We never bend the iron over the cornice, but use a 1-inch lock joint, which makes a neat appearance and is more solid and does not break the iron when bending it over the cornice edge as is commonly done on the walls where men nail every cornice and hit and miss through the sheet as we see in many places.

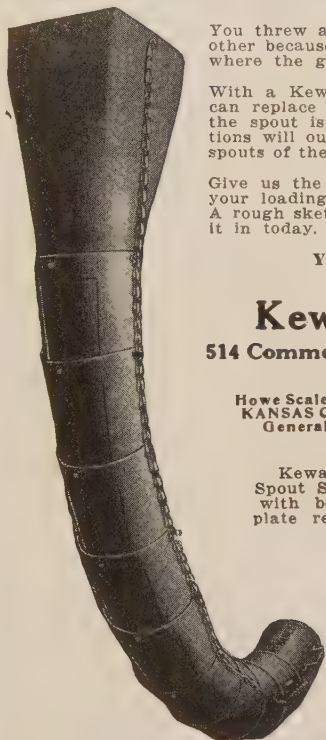
Buy American Ingot Iron—Armco Brand—then put it on right.



The American Rolling Mill Co.
Middletown, Ohio



A Hole--You Must Buy a New One Unless IT'S A KEWANEE Renewable Bottom Loading Spout



You threw away your last loading spout and bought another because it had holes in it--holes on the bottom side where the grain strikes.

With a Kewanee Renewable Bottom Loading Spout you can replace the worn bottom plate for a few cents and the spout is as good as new. The Kewanee spout sections will out-wear a dozen new bottoms or a dozen new spouts of the ordinary kind, yet its cost is about the same.

Give us the size of your down-spout and the length of your loading spout and we will show you how to save. A rough sketch will help. It will cost you nothing. Send it in today.

You can see how much it will save

Kewanee Implement Co.

514 Commercial Street Kewanee, Illinois

Distributors

Howe Scale Co. of Ills.
KANSAS CITY, MO.
General Service & Supply Co., Minneapolis, Minn.

Fairbanks Morse & Co.
OMAHA, NEB.

Kewanee
Spout Section
with bottom
plate removed

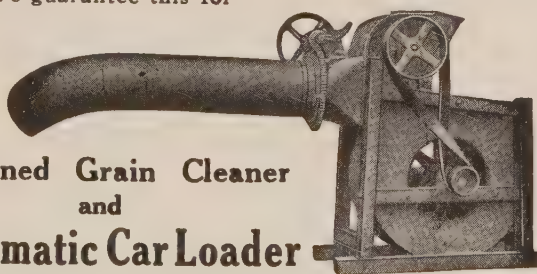


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CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The
Combined Grain Cleaner
and
Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.

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PENCIL No. 174



Regular Length, 7 inches

For Sale at your Dealer.

Made in five grades

Conceded to be the Finest Pencil made for general use.

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If you judge by years of service then you will decide that

DIXON'S Silica-Graphite PAINT

is the paint you should buy. The lowest price per gallon is the highest per year. A quality paint like Dixon's that has been making long service records for over 50 years, and is made in First Quality only, means economical service at low cost. Write for booklet No. 15-B and convincing records.

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*Prevent Leakages
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Used by Thousands of
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Are now using them

Write for samples and prices.

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Made of high grade material and guaranteed to stand up and wear.

We feature the low seam at arrow which reinforces and lengthens the life of the broom.

We ship to every state in the union.

Freight allowed on one dozen or more.

Order a Dozen Today

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Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

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10 sizes: 2 to 25 H. P. Write for free catalogue.

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There are dump controllers new,

And dump controllers old, There are dump controllers on the market

Which are never sold.

But we are here to tell you,

So listen! while we say

"We're over thirty hundred strong

And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

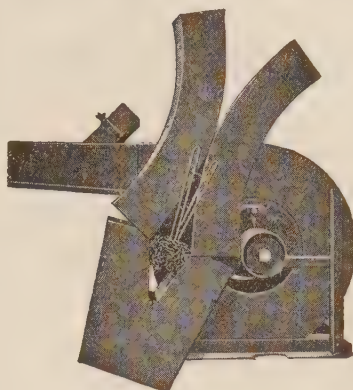
Get the best possible equipment.

It's a trade getter and plays for keeps.

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DO YOU WANT MORE RAILROAD CARS?



If your elevator is within 150 feet of another railroad, you can load cars on that other road, from your present elevator, by blowing grain from your elevator to cars on that other road, with a Boss Air Blast Car Loader. Cars loaded without scooping, too. Piping may be carried under ground if necessary, then brought to surface, spouting into car.

Another Way to Meet Car Shortage

If your distance to other railroad is too great, one of our compact, portable Air Blast Car Loaders will solve your problem. They load direct from wagons into cars, without any scooping in the car or from the wagon. They load EAR corn also without scooping.

Maybe you can get cars on that other railroad when you can't on your own. If you can, then it may pay you to investigate fully without obligating yourself in the least.



Write today for our new catalog "GOOD BYE SCOOP."

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Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received

the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.

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Increase the **efficiency** of the man, and you **decrease** cost of operation.

A HALL SIGNALING DISTRIBUTOR



enables an operator to do 50 to 75 per cent more work a day.

It also enables him to do better and cleaner work.

It lasts longer than any other device you can buy.

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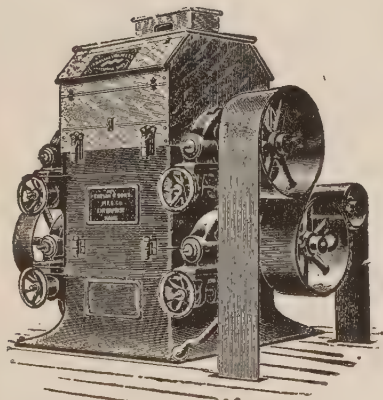
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The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

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Style No. 5055 Corn
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Is just the code you need; a
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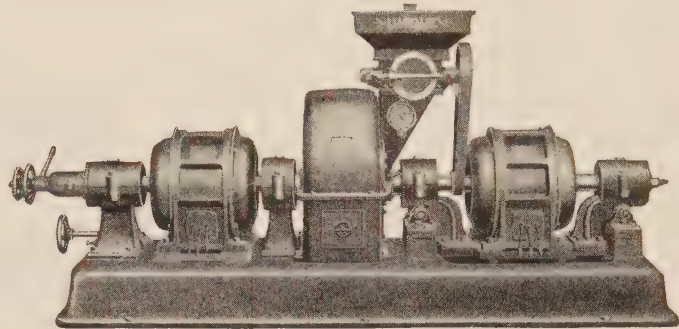
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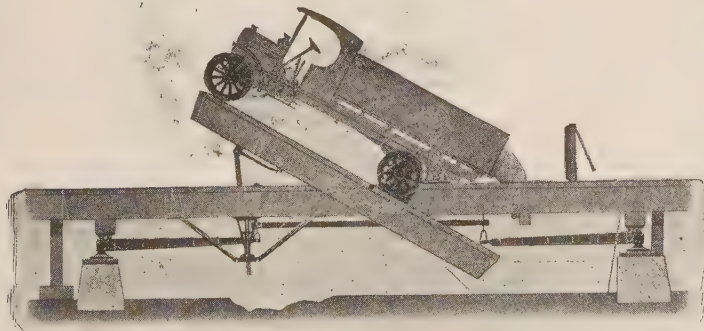
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SIMPLE - RELIABLE - PRACTICAL

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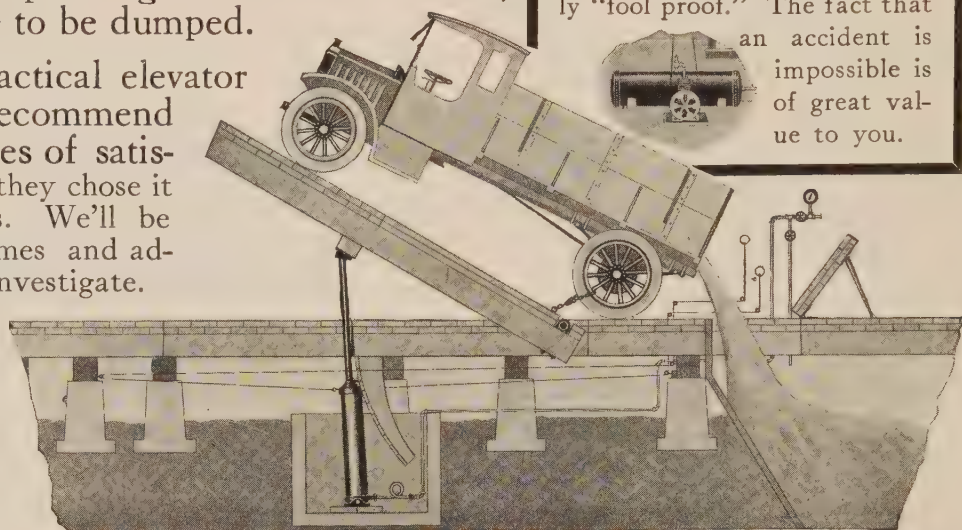
---with the Tilting Cylinder

---the "dump within a dump" enables you to handle Trucks, Wagons and Sleds simply by shifting the Tilting Power cylinder forward or backward, depending on whether Trucks, or Wagons or Sleds are to be dumped.

Many of the most practical elevator men of the country recommend the Globe Dump—scores of satisfied users will tell you why they chose it in preference to all others. We'll be glad to give you their names and addresses. We want you to investigate.

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We have absolutely the best Truck Dumping System for your elevator. The Trapp Auto Truck Dump will dump trucks of any size **QUICKLY** and **WITH ABSOLUTE SAFETY**.



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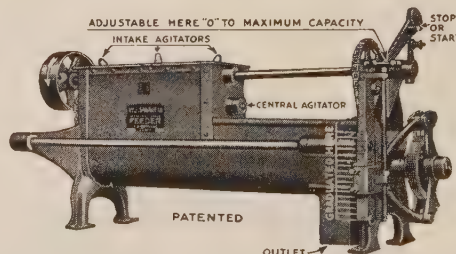
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Efficiency of Operation determines your profits.

GAUNTT gives greater efficiency, therefore, greater profits.



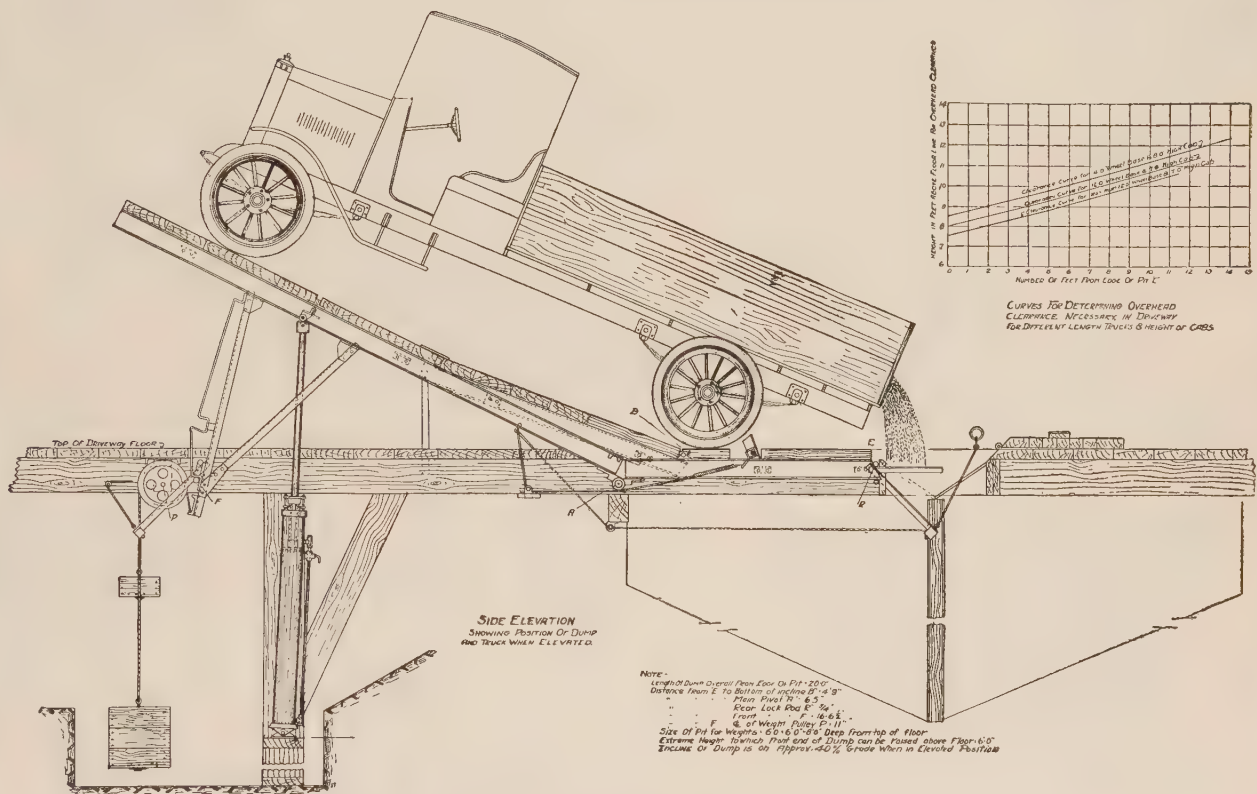
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No Power Required

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It will dump trucks, wagons and sleds 365 days in the year.

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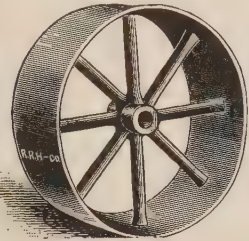
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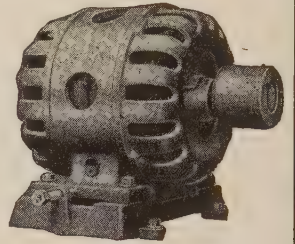
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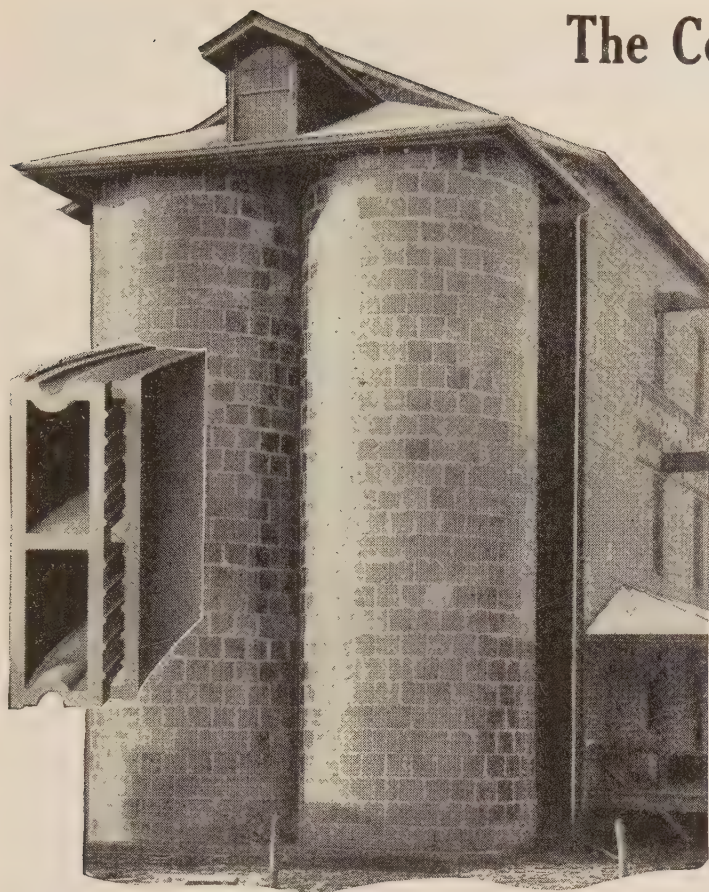
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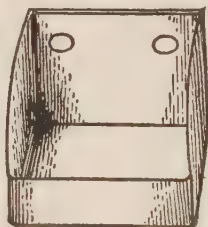
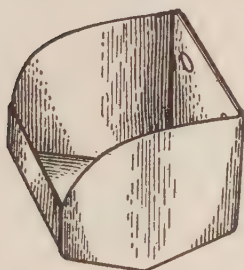
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"D P" Superior elevator cups are not in the experimental stage; the actual performance of these cups is nothing short of remarkable. The combination of high speed, larger contents and reduced distance between cups results in a capacity four to five times that of ordinary cups of the same dimensions.

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A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

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GRAIN DEALERS JOURNAL

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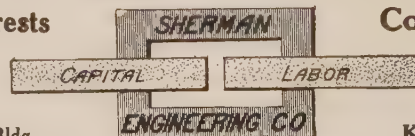
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**Grain Elevators—Flour Mills
Feed Plants**

1318 Stock Exchange, CHICAGO, ILLINOIS

MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF

GRAIN ELEVATORS

MONADNOCK BLDG. CHICAGO, ILL.

Your Individual Needs

are respected when your elevator
is designed and built by

W. H. CRAMER CONSTRUCTION CO.

NORTH PLATTE, NEB.

Write for Details of Our System

EFFICIENT ERECTING CO.

We make plans and build up-to-date

GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG

6803 Parnell Ave., Englewood, Chicago, Ill.

Brandon Construction Co.

The Southeast's

Foremost Elevator

BUILDERS

Marianna Florida

D. F. HOAG & CO.

Designers and Constructors of

GRAIN ELEVATORS

Corn Exchange, Minneapolis



Another Reliance Success

Elevators of our design and construction are the best endorsement of our work. We study your particular problems and build the elevator best adapted to your needs. Write us for further particulars.

Reliance Construction Co.

Board of Trade

Indianapolis, Ind.

White Star Co.
WICHITA, KAN.

**BUILDERS of
Good Elevators**

WRITE US ABOUT THE
PLANT YOU HAVE IN MIND

MILLER, HOLBROOK, WARREN & CO.

DESIGNING ENGINEERS

Reinforced Concrete Elevators
Large or Small

Millikin Building DECATUR, ILL.

A. F. ROBERTS

ERECTS ELEVATORS
CORN MILLS
WAREHOUSES

FURNISHES PLANS
ESTIMATES
MACHINERY

SABETHA, KANSAS

If you wish to build your elevator right, my eighteen years experience is at your command.

C. E. BIRD & CO.

MINNEAPOLIS

MINNESOTA

If you want regular country shippers to become familiar with your firm name, place your "ad" here.



R. E. Jones Co., Wabasha, Minn.

We have the most complete organization in the Northwest for the construction of

**GRAIN and COAL
ELEVATORS**

T. E. Ibberson Company
MINNEAPOLIS, MINN.

Say you saw it in the

Journal

When you write our advertisers
Thanks

ADVERTISING

WELL PLACED IS YOUR BIG BUSINESS ASSET. A most direct, effective and economical way to reach the progressive grain dealer in your advertising is through THE GRAIN DEALERS JOURNAL.

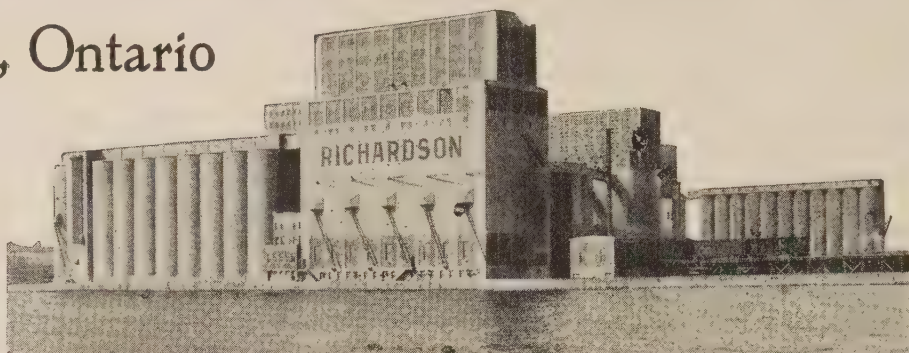
GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT Port Arthur, Ontario

FOR

The Grain Growers' Grain Company,
Limited.
The Saskatchewan Co-operative Elevator
Co., Limited.
The James Richardson & Sons, Limited.

THE BARNETT - McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS
Offices: Fort William, Ont., Duluth, Minn.
Minneapolis, Minn.



Pennsylvania Railroad Co.'s Terminal
Elevator at Erie, Pa. 1,250,000 storage
capacity, with marine leg, 25,000 bu. re-
ceiving capacity. All concrete, modern
construction, with latest improvements.

Designed and built under the
direction of

Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

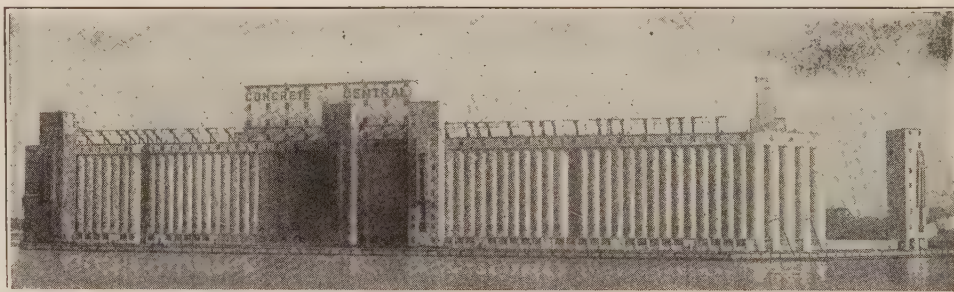
Write us for Estimates and Proposals

Monarch Built Elevators

assure you eco-
nomical design,
first class work,
efficient opera-
tion.

SATISFACTION

Let us Submit Designs
and Prices



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., BUFFALO, N. Y.

THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md., for the Pennsylvania Railroad.

JAMES STEWART & CO., Inc.

Capacity
5,000,000 Bushels

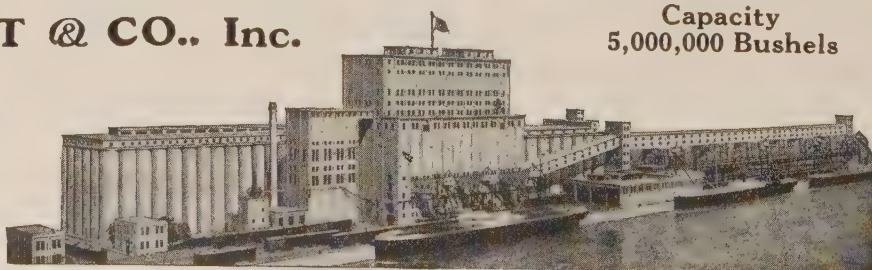
Designers and Builders
GRAIN ELEVATORS
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager



"We have built for many of your friends. Eventually we will build for you. Why not now?"



St. Joseph Public Elevator

St. Joseph, Mo.

John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.
CHICAGO, ILL., U. S. A.

54 St. Francois Xavier Street
MONTREAL, CANADA

395 Collins Street
MELBOURNE, AUSTRALIA

314 Reconquista
BUENOS AIRES

FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS—CONTRACTORS

GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.



The 1,250,000 Bushel C. & N. W. Elevator

at

Council Bluffs, Iowa

is the latest acknowledgment of our
capabilities as Grain Elevator Engineers
and Constructors.

WITHERSPOON-ENGLAR CO.
1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof
MILLS AND ELEVATORS

BURRELL ENGINEERING AND CONSTRUCTION CO.

Established 1897— CHICAGO —Incorporated 1902

Continuously under the management of

GEORGE T. BURRELL, President

DESIGNERS AND BUILDERS

Grain Elevators, Flour Mills and Related Buildings

In doing our best, completely and satisfactorily to handle work in
this field of construction we have sought to establish the fact that

*No job is too small to merit our careful attention and none so large
as to tax our capabilities.*

1102-10 Webster Building, Chicago, Illinois

404 Scarritt Arcade, Kansas City, Missouri

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

40,000 BUSHEL ELEVATOR and coal business in Cherokee for sale. For particulars address Mathews Grain Co., Cherokee, Iowa.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

FINE ELEVATOR For Sale, in the heart of the Grain Country of Central Nebraska. Owner retiring. Address Z 123, Box 11, Grain Dealers Journal, Chicago.

SOMEBODY'S always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevators For Sale" columns of the Journal.

NEW 18,000 BU. elevator for sale. Well equipped with machinery, in A-1 condition. In good wheat, oats and corn belt. Doing good business. Good reason for selling. Address: Ketchum Elevator Co., Ketchum, Okla.

CRIBBED ELEVATOR For Sale—Large warehouse. Located Southeastern Minnesota point handling two hundred thousand bushels grain, two million pounds seed. Northern Field Seed Co., Winona, Minnesota.

CENTRAL IOWA ELEVATOR, 15,000 to 20,000 bushel capacity, for quick sale. Good house and one of the best locations in State. Address Quick Sale, Box 10, Grain Dealers Journal, Chicago, Ill.

10,000 BUSHEL CAPACITY Studded, iron clad elevator on Rock Island in Southern Kansas, for sale.

THE RED STAR MILLING CO.,
Wichita, Kansas.

14,000 BUSHEL ELEVATOR, averaging 15,000 Bushels per month. In one of the best sections of central Illinois. Side lines can be added. Electric power. Address A. C. Parks, Macomb, Illinois.

SOUTH CENTRAL MINNESOTA Cribbed Elevator for sale, 25,000 bushels capacity, with side lines of coal, flour and feed. Address Capacity, Box 11, Grain Dealers Journal, Chicago, Illinois.

ELEVATOR AND GRAIN BUSINESS for sale. Line of Country Elevators. Central Illinois. Capacity 90,000 bus. Excellent condition. Also good commission business. Price \$30,000.00. Address Troy, Box 5, Grain Dealers Journal, Chicago, Illinois.

PROSPEROUS, LONG ESTABLISHED grain, hay and seed business in Colorado, for sale. Good reason for selling. Splendid location with room for expansion. Requires about \$80,000 cash. Address Prosperous, Box 3, Grain Dealers Journal, Chicago, Illinois.

SOUTHWESTERN OHIO Warehouse and Elevator for sale. In good grain country. Village station with church and school on a division of the P. C. & St. L. R. R. Handling grain, field seeds, wood and coal. Between 5 and 6 acres of land with stables, shelter sheds, coal bins, engine room with engine, office, corn dumps, Marcellis New Process corn sheller and cleaner. Is a money maker. Reason for selling—have made enough to retire. Price \$10,000.00. Address Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

25,000 BU. CRIBBED elevator in N. D. on Great Northern R. R. with Coal and Flour and Feed business for sale. Address: Chance, Box 4, Grain Dealers Journal, Chicago.

20,000 BUSHEL CAPACITY New Elevator and Office, coal sheds in good condition, in South Central Nebraska, for sale. Splendid prospects for crop. Good reason for selling. House in A-1 shape. On C. B. & Q. R. R. Address Box 88, Edgar, Nebraska.

15,000 BU. CRIBBED ELEVATOR for sale in southern Indiana. Handles 75,000 bu. Wheat with the following side lines, Flour and Feed. Good business. Death in firm makes it advisable to sell. For complete information apply to A. H. Richner, Broker, Crawfordsville, Ind.

CENTRAL ILLINOIS Elevator For Sale. 30,000 Bushels Capacity. Built in 1917. Complete with sheller, cleaner, automatic scales, electric power, also equipped to load ear corn. Territory as fine as in Illinois. No competition. Address Ear Corn, Box 10, Grain Dealers Journal, Chicago.

WESTERN OHIO ELEVATOR for sale, 15,000 bushels capacity. On private grounds and spur. No competition. Located in fine grain section and doing a good business in grain and coal, salt, flour and feed. Residence property included. Address Western, Box 7, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS for sale, located in North Central Iowa at adjoining stations. Good grain territory and both handle flour, feed and coal. Side line will take care of operating expense. Both do good business. A mighty good opening for the right man. Write quick. Address Adjoining, Box 5, Grain Dealers Journal, Chicago, Illinois.

COMPLETE ELEVATOR and Feed Mixing Plant, 43x200, For Sale. Three floors and basement, including 60,000 bulk storage, 26 ft. loading lot adjoining, established trade for ever 20 years, centrally located on Pennsylvania lines on Ohio River, over 200,000 population. Good Southern business. Address Feed Plant, Box 10, Grain Dealers Journal, Chicago.

10,000 BUSHEL CAPACITY ELEVATOR at Collinsville, Oklahoma, for sale. Main St. location. Established trade, daily sales average \$300.00. Good crop in prospect. Good management will make plant pay for itself this season, at the bargain price of \$6,500.00.

J. R. CAUDLE,
Collinsville, Oklahoma.

SOUTHERN MINNESOTA ELEVATOR For Sale, 32,000 bushel capacity, coal sheds and corn cribs. All in first class running order. Handles 200,000 bushels yearly. Good competition. Price \$10,000.00. Reason for selling, must get out of the grain business on account of poor health. Address First Class, Box 11, Grain Dealers Journal, Chicago, Illinois.

STEAM MILL AND ELEVATOR at Auction, one o'clock, Saturday, June 12th.

Having moved to Colorado will sell mill and elevator at Cook, Nebraska, on deeded land with private side track, in a fine wheat and rich farming section. Elevator about ten thousand bushels capacity, large mill building and large warehouse, attrition feed mill, six rolls nine by eighteen, slightly used. Better attend this sale as this property will sell worth the money. Good terms to reliable parties. L. A. Hanks.

ELEVATORS FOR SALE.

FOR SALE OR TRADE—Three Elevators, one concrete and two frame. 50, 35 and 15 thousand bushels capacity. Located on C. & E. I. R. R. in Warren County, Indiana. Best corn country in the State. Will sell one or all. Reasons for selling, oil interests demand our attention.

DAVIS GRAIN COMPANY,
Judyville, Indiana.

TWO GRAIN ELEVATORS for sale, located in Southwest Iowa, at adjoining stations; can be operated from one station. Good grain territory, main office handles side lines that pay operating expenses. These elevators are money makers and can be bought right if taken soon. Write us for particulars. H. L. Aden, Malvern, Iowa.

40,000 BUSHEL CAPACITY ELEVATOR in one of the best sections of Illinois for sale. Station handles about 750,000 bushels a year. House built during last summer. Concrete foundation, studded house, two legs. Will load ear corn to perfection. Reason for selling, owner sick and will be unable to resume business. Address J. E. Collins, Garrett, Illinois.

20,000 BUSHEL CAPACITY ELEVATOR for sale, located in one of the best farming sections of Minnesota, with warehouse attached. House in excellent condition. Handle coal, flour and feed. Price very reasonable and willing to make suitable terms. Address G. B. M., Box 11, Grain Dealers Journal, Chicago, Illinois.

ONE-THIRD INTEREST for sale in good Country Elevator doing good business. In one of the best grain stations in Central Illinois. Station handles over one million bushels yearly. Elevator and storage capacity 80,000 bushels. Also doing a nice side line business in seed, coal and tile. Located in good town of 1,500 with pavements, electric lights and water system. Address System, Box 11, Grain Dealers Journal, Chicago.

GRAIN ELEVATOR for sale, with Feed and Coal Warehouses in connection. Located in one of the best grain sections of Oklahoma. Well established trade, fine crop wheat and oats, matured corn. Prospects good. Offering for quick sale at considerably less than can be built. Write or wire

MARSHALL GRAIN CO.,
Oklahoma City, Oklahoma.

ELEVATORS WANTED.

WANTED—10 to 20 thousand capacity Elevator in Northern Indiana or Ohio in exchange for 123-acre farm in Northern Ind. Address Farm, Box 8, Grain Dealers Journal, Chicago.

WHEN the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising. Ring again.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

SITUATIONS WANTED.

LICENSED INSPECTOR, with 10 years' experience as grain sampler and inspector, employed at present, desires to change. Address Sampler, Box 11, Grain Dealers Journal, Chicago, Illinois.

LICENSED INSPECTOR, now employed, wants position with large Grain firm buying or selling grain. Have had six years' experience and knows grain. References. Address Licensed, Box 11, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of grain elevator in Central Illinois, by young man well experienced. Employed at present, but contemplates making a change. References and interview on request. Address S. S., Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer or manager. Seventeen years' experience, eleven years with last employer. References of last employer. Forty-five years old; have been very successful. Wish a place where a large volume of business can be done. Address Seventeen, Box 10, Grain Dealers Journal, Chicago.

POSITION WANTED to manage large country elevator or line of elevators, where experience and ability are essential. Lifetime experience. In present position five years managing line of elevators, but wish to change. Address Rosemont, Box 10, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as second man in a good Farmers Elevator where opportunity would be afforded for thoroughly learning business. Have had grain and lumber experience. Advise salary first letter. Can furnish best references. Address Learning, Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as cash grain salesman in terminal market, or position with merchandising firm which can offer an opportunity for the future. Am well acquainted with the grain trade throughout the South and East. Can furnish good recommendation as to experience and ability. Address South and East, Box 11, Grain Dealers Journal, Chicago.

GRAIN BOOKKEEPER, cashier or general office man, thoroughly experienced in all phases of the business and capable of taking entire charge, for personal reasons is desirous of making a change. Would be willing to locate in any terminal market. First class references in Minneapolis grain trade. Address P. O. Box 434, Minneapolis, Minn.

READ THIS—Fifteen years' experience as branch manager handling futures and cash grain. Freight and passenger departments of railroads. Chief correspondent, claim manager, branch manager. Well informed on law. Good knowledge of general business. Age thirty-eight. Married. Willing to go anywhere for right opportunity. Want connection of responsibility. Your communications will be treated as confidential. Address N. E. R., Box 11, Grain Dealers Journal, Chicago, Illinois.

OFFICE SUPPLIES.

MODEL K NUMBER 37707—Nine column standard visible adding and listing machine for sale; used but very little. First check for \$80.00 takes it. J. R. Lukes, London, Minnesota.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

MALE HELP WANTED.

GOOD GRAIN ELEVATOR MAN Wanted. Ability for side lines. Excellent future. Address Elevator Man, Box 11, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN BUYERS For Country Elevators Wanted. The Rocky Mountain Elevator Co., Great Falls, Montana.

EXPERIENCED GRAIN AND IMPLEMENT Manager Wanted. Steady employment. Also elevator and repair man. Address Implement, Box 9, Grain Dealers Journal, Chicago.

MAN WITH EXPERIENCE Wanted to take charge of track buying. Grain Department Traffic and Claims. Good proposition for the right man. Address J, Grain Dealers Journal, Chicago, Illinois.

MANAGER WANTED for Farmers Elevator handling Lumber, Grain and Coal. Must be experienced. Prefer married man. Give references, state experience and salary expected in first letter. Address Secretary, Box 8, Grain Dealers Journal, Chicago.

EXPERIENCED MANAGER Wanted at once for our house at Riverdale, Nebraska. Give salary wanted and references in first letter. Grain, coal and machinery handled. Address Riverdale, Box 11, Grain Dealers Journal, Chicago, Ill.

AN ADVERTISER in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

GRAIN ELEVATOR MAN Wanted, familiar with grain and seed machinery. Ambitious and capable. Good salary. A Michigan city of 30,000 population. Address in own handwriting, stating age, experience, etc. Address Michigan, Box 11, Grain Dealers Journal, Chicago, Illinois.

YOU MAY BE MISSING SOMETHING If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

MANAGER WANTED for Farmers Elevator Co., in town of 1,500, good schools. Married man preferred. Give full particulars as to experience, references and salary expected in first letter. Good salary for the right man. Must be able to start July 1st or shortly after. Address all communications to Farmers Elevator Co., DeWitt, Iowa.

YOUNG MAN WANTED—20 to 25 years old, unmarried, as Bookkeeper for large Oklahoma Grain Firm. Should have experience in this line. Position open right now. Your future depends upon yourself. In replying state age, experience, references and lowest salary.

SUN GRAIN & FEED CO.,
Guthrie, Okla.

GRAIN TRADER WANTED—We want a thoroughly experienced Grain Trader. One who can come into our office a few weeks, learn our systems, and then manage an office for us in another market. Give full particulars, experience, age, references, etc., in first letter. Also state when can come.

MARSHALL GRAIN CO.,
517-518 Grain Exchange, Oklahoma City, Okla.

MANAGER with experience in handling wheat wanted for Co-operative Elevator Co. at Waukomis, Okla., handling grain, flour, feed and coal. Town of 600 people on main line of Rock Island R. R. Good opportunity, good schools. Must be honest and willing to work. Will pay good salary to man worthy of same. State salary and experience and give references when writing. Married man preferred. Waukomis Co-operative Elevator Co., Waukomis, Okla.

BROKERAGE ACCOUNTS.

HAY, GRAIN AND FEED BROKER who covers South Carolina like dew and knows personally every large buyer in the State, wants better connections with reliable shippers. I can handle all papers or sell on commission. If you want more business from this territory address

RUSKIN ANDERSON.
Seneca, S. C.

BAGS FOR SALE.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

MILLS FOR SALE.

FLOUR AND FEED MILL For Sale. 15-bbl. Midget Marvel Mill (New). A-1 trade. Address J. B. Loomis, Montgomery, Michigan.

100 BARREL FLOUR MILL For Sale at a bargain; located in good Kansas town. Fuel Oil Power, 10,000 bus. storage capacity. Address J. A. Crow, Crisfield, Kansas.

FLOUR MILL For Sale, 100 barrel capacity, now operating in good live Southern town. A-1 Location. Address C. C. Co., Box 8, Grain Dealers Journal, Chicago, Ill.

50 BARREL MILL, modern equipment, 9,000 bushel elevator in connection, also a 30,000 bushel new elevator in Red Cloud, Nebraska, for sale by owners. Address Bird Land Co., Hays, Kansas.

FOR SALE—Well equipped 100-barrel mill in Rocky Mountain territory, with advantage of natural gas for fuel. Present owners retiring account poor health and other interests. Address Rocky Mountain, Box 10, Grain Dealers Journal, Chicago, Ill.

60 BARREL FLOUR MILL For Sale. Located in one of the best towns in Ohio in a fine farming and dairy section. Lots of local wheat. Mill in operation every day. Located in town with side track to mill. One of the finest locations and best paying business to be found anywhere. Address Flour Mill, Box 9, Grain Dealers Journal, Chicago.

CORN AND FEED MILL for sale, 400 to 500 barrel capacity, fully equipped and in operation. Connected with practically new concrete elevator, 40,000 bushels capacity, 16 bins, also 4 concrete storage bins, 15,000 bushels capacity each. Plant equipped with large Ellis Drier, 60-ton Hopper Scale, Cleaner, Oats Clipper, Car Puller, Power Shovel, Electric Motors throughout, private trackage. Federal inspection here and transit rates on grain, as well as mill products. Everything in first class condition. Offered for quick sale at one-half cost of construction. Best of reasons for selling. Good terms to responsible parties. Write or wire C. F. Scholer, Bloomington, Ill.

FOR SALE AT 50c ON THE DOLLAR. Strictly modern, up to date Flour Mill, capacity 400 barrels flour, 600 barrels corn meal. Grain storage 100,000 bushels wheat, 20,000 bushels corn; 200,000 bushels of Wagon Wheat are tributary to this plant. Present crop prospects are the finest ever known in this vicinity. Mill has been in continuous operation for ten years. Has valuable established trade, especially in the South. Has valuable copyrighted brands—"Duchess," "Luxury," "Dixie King," "Fairo" and "Cream Meal." Mill is now in operation. Possession can be given in June. Present owner has other business requiring all his time. Will sell very cheap for quick sale. Would help finance right parties. For further information, see or write owner.

WHITSED LAMING,

204 Produce Exchange Bldg., Kansas City, Mo.

MACHINES FOR SALE.

MONARCH BELT DRIVEN 40 h.p. Attrition Mill for sale at a bargain. Buhl Seed & Grain Co., Buhl, Idaho.

ONE 16" Harrison Vertical French Buhr Mill, practically new. Inquire C. B. Pyle, 828 National City Bldg., Cleveland, Ohio.

POWER PLANT MACHINERY For Sale:
Two 125 h.p. Return Tubular Boilers.
One 250 h.p. Bass Corliss Engine.
One Heater and Two Pumps.
LAFAYETTE CORN MILLS,
Lafayette, Ind.

RISSEY ROLLINS COMPANY of Kankakee, Ill., say: "We are enclosing check for acct.; wish to say that we have sold some of the machinery from the add in Journal and have more inquiries, and if we do not sell all of it, will send you another add soon for the balance of it."

FOR SALE:
One 800 bu. Howe Hopper Scale.
One 4½ hp. Old Gasoline Engine.
274—9x5 elevator buckets.
Pulleys, shafting, sprocket chain, etc.
All in good second hand condition.
Ellsworth Mill & Elevator Co.,
Ellsworth, Kansas.

FOR SALE—24-inch Single Head Ball Bearing Belt Driven Monarch Mill; price \$240.
Model 179 Eureka Receiving Separator, never used, \$200.
Mogul Bran Packer; nearly new, \$295.
No. 2412 Eureka Continuous Feed Mixer, \$375.
45-in. National Fan, left hand drive, \$45.
Portable Conveyor, 15 ft. long, 30 in. wide, comp. with belt and motor, never used, \$195.
24-in. Double Head Ball Bearing Monarch Attrition Mill, equipped with two 20 h.p. motors, 220 volt, 60 cycle, 2 phase. New, never run, still in crate; price \$1,295.
Meech & Stoddard, Inc., Middletown, Conn.

35 BARREL NORDYKE & MARMON Rye Flour Mill, consisting of the following equipment, for sale:
3 double stands of rolls, 7x14; 1 square sifter, 1 finishing reel, 1 flour packer, 1 smuther, 1 corn separator, 1 buckwheat shucker, including elevators, conveyors, shafting and hangers, which also are with this mill.
The above equipment is about 4 years old, but the mill was in operation a little more than a year before it was discontinued. Price: \$750.00.
Address Henry Vogel, 1426 W. 9th St., Cleveland, Ohio.

LEATHER RUBBER BELTING CANVAS STITCHED
An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.
TEUSCHER AND SON MACHINERY SUPPLY CO.
527 N. SECOND ST. ST. LOUIS, MO.
Send for No. 18A BARGAIN PRICE LIST

MACHINES FOR SALE.

ONE ORIGINAL No. 2 Boss Car Loader with counter shaft and pulleys complete. Good as new. Address A. H. Richter, Crawfordsville, Indiana.

WILL YOU BUILD CONCRETE BINS? We have for sale, cheap, 125 second hand Jacks for this purpose. Address Concrete, Box 2, Grain Dealers Journal, Chicago.

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiving Separator, Elevators, Shafting, Pulleys and Hangers, 20 carloads of everything in the elevator and milling line. A. D. Hughes Co., Wayland, Mich.

ONE NO. 368 MODEL C Eureka Receiving Separator for sale. Capacity 500 to 1,000 bushels per hour; used very little. Reason for selling, no use for same. Address State Elevator Co., Cascade, Montana.

FOR SALE: Three 18-h.p. Lauson Oil Engines, in good running order, only been used about three months. Also one 14 H.P. Lauson Oil Engine, brand new, never been set up. Anyone needing such power can get a bargain by corresponding with The Farmers Elevator Company, Metcalf, Illinois.

1 NO. 2 JOLIET Corn Sheller for sale, perfect mechanical condition, practically new, has shelled only 10,000 bu. corn this season. Reason for selling have quit shelling corn. A bargain at \$500.00 f. o. b. Fayetteville, Tenn. Quick sale, need the room. Thornton Grain Company, Fayetteville, Tenn.

DO YOU want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

MACHINERY

For Grinding, Elevating and Conveying all kinds of grain of standard makes from smallest to largest capacities.

NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY

Big Stock

We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.

Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.

Write for Net Price Book No. 78-B

B. F. GUMP CO.

THE MILL SUPPLY HOUSE
431-437 South Clinton Street, CHICAGO, ILL.

MACHINES FOR SALE.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St., Chicago, Ill.

STUDEBAKER GRAIN & SEED CO. of Bluffton, Indiana, says: "With reference to advertisement we had in the Journal some weeks ago for the disposal of the two electric motors, two days after that issue of the Journal was published we had a telegram directing us to ship them to Ogallala, Nebraska, from a concern at North Platte, which was immediately done. Within a week from that time we had two other acceptances on the same advertisement."

MISCELLANEOUS WANTED.

WANTED—To lease or buy two Grain Cars. Hopewell Co-operative Equity Exchange, Fravel, Kansas.

MOTORS FOR SALE.

TWO 20 h.p. and two 30 h.p., 2 phase, 60 cycle, 220 volt motors, 900 R.P.M., for sale. Address Ballinger & McAllister, Bloomington, Illinois.

SCALES FOR SALE.

NEW AND REBUILT scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FAIRBANKS-MORSE Three Bushel Automatic Dump Scale, in good condition, for sale, cheap. Buhl Seed & Grain Co., Buhl, Idaho.

300 BUSHEL CAPACITY Hopper Scale, in good condition, for sale.
Williamsburg Co-operative Ass'n.,
Williamsburg, Indiana.

SECOND-HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

500 BUSHEL FAIRBANKS Hopper Scale, \$150.00; 500 bushel Monarch Hopper Scale, \$125.00; 500 bushel U. S. Standard Hopper Scale, \$75.00.

Richardson Scale Co., Wichita, Kans.

Since 1893
27 years
scale manu-
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COLUMBIA SCALES are the BEST

"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made, and retain their accuracy longer than any scale on the market. Columbia Scales are being used by practically every Feed, Coal, Ice and Material Dealer in Chicago; there must be a good reason.

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2437-43 N. Crawford Avenue

CHICAGO, ILL.

Telephone Albany 4

We maintain a large modern repair and testing department where we can repair any make or capacity scale, also keeping a good stock of parts. Competent men furnished to take out and install your scale.

BUSINESS OPPORTUNITIES.

WATER POWER and Three storied frame building in excellent grain country, for sale. Fine location for mill or factory. Address G. E. McDaniel, No. 8 Loan Flats, Anderson, Indiana.

WILL SELL any amount of stock, from 40 to 76 shares at very small premium if deal can be closed quickly. This is a Farmers Elevator & Supply Company incorporated under the laws of Missouri for \$15,000.00 fully paid. Reason for selling because of other interests to which I must give my whole attention. This block of stock carries position of manager with good salary. Address Premium, Box 10, Grain Dealers Journal, Chicago, Ill.

FOR SALE—8 lots adjoining R. R. on which is large warehouse with chop mill and corn crib with shed attached and office building with wagon scales. The building of two tile grain tanks has been started but not completed, owing to sickness. Tile for this purpose is stored on property and almost enough machinery to equip same, including new Richardson Automatic Scale. Only one elevator in town. For particulars address H. B. Gordon, Sheldon, Mo.

FOR SALE
GRAIN and FEED BUSINESS
near Portland, Me. Annual business
over \$100,000. Address
T. C. Wentworth, Cornish, Me.

ENGINES FOR SALE.

TWO TYPE Y FAIRBANKS MORSE 25 h.p. Oil Burning Engines for sale. Good as new, used six months. Address Geo. H. Stuart, Schoolcraft, Michigan.

30 HORSE POWER Muncie Crude Oil Engine, for sale, in first class condition. Practically new. Will sell cheap. Address The Fort Recovery Stirrup Co., Fort Recovery, Ohio.

15 H.P. BESSEMER GAS ENGINE For Sale, good as new. Selling on account of installing motors. Address Lexington Elevator & Mill Co., Lexington, Ohio.

FOR SALE at a bargain, the following Gas Engines:

1—15 h.p. Otto Engine, speed 260.
1—6 h.p. Fairbanks Engine, speed 350.
3—3 h.p. International Engines, speed 600.
These Internationals will burn either Kerosine or Gasoline.

The above engines were used one week as emergency power in our factories during the recent coal shortage and are as good as new. Address Purchasing Department, G. S. Blakeslee & Co., Cicero, Illinois.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamo—Motors" columns of the Grain Dealers Journal, Chicago.

MACHINE WANTED.

SECOND HAND No. 2 or No. 3 Barnard & Leas single cylinder rolling screen wanted, for scalping corn from cobs. Must be in first class condition.

Loughry Bros. Milling & Grain Co.,
Monticello, Indiana.

BOILER FOR SALE.

ONE 36" 12' HORIZONTAL Tubular Boiler, in good condition, for sale, with new full Henry front and 30' of good smokestack. Offer f. o. b. cars complete at \$200.00. Boiler can be inspected at Winchester, Indiana. Goodrich Bros. Hay & Grain Co., Winchester, Indiana.

BOILER WANTED.

ONE 350 horsepower Water Tube Boiler wanted.

THE NORMAN CLAY TILE CO.,
Nevada, Mo.

ARE YOU looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal, manager? Let the Want Ad Man get one for you.

SEEDS FOR SALE—WANTED

SEEDS FOR SALE.

GOLDEN MILLET for sale; 1919 crop.
D. H. CLARK & SON,
Galt, Mo.

FOR SALE—MELILOTUS INDICA (Yellow Blossom Sweet Clover), carloads or less.
PHOENIX FLOUR MILLS
Phoenix, Arizona.

ATTENTION, POULTRY FOOD MANUFACTURERS. We have a small carload of choice Oat Meal Middlings for sale.

KINSEY BROS.,
North Manchester, Indiana.

SOY BEANS—Well cleaned, imported, medium Yellow Soy Beans. Our germination 65%. \$4.00 per bushel, bags included. Sample if desired.

CHAMPAIGN SEED CO.,
Champaign, Ill.

SEEDS WANTED.

WANT TO BUY Pigeon grass screenings, wild mustard seed screenings and elevator screenings. Send samples and prices delivered New York.

J. A. BARRY,
29 Broadway, New York, N. Y.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield Ohio.

FarmerSeed & NurseryCo.

Growers of Northern Grown
SEED CORN, CLOVERS, TIMOTHY
AND ALFALFA
FARIBAULT - - MINN

SCREENINGS WANTED.

CORN, WHEAT, Barley, Seed Screenings, Oat Clips and Elevator Offal. Send average sample. Geo. B. Matthews & Sons, 420 South Front Street, New Orleans, Louisiana.

OFF-GRADE WHEAT, BARLEY, Corn or Oats, Wheat Screenings, Corn Screenings, Corn Bran, Oat Screenings, Oat Clippings, Barley Screenings, Barley Chaff or elevator screenings of any kind wanted. Please send samples. B. J. Burns, 324 Chamber of Commerce, Buffalo, N. Y.

SEEDS ANY and EVERY
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CAR LOTS or LESS
The Nebraska Seed Co.
Omaha, Neb.

HENRY HIRSCH
WHOLESALE FIELD SEEDS
CLOVER—ALSIKE—TIMOTHY—ALFALFA
Our Specialty
All Other Field Seeds
TOLEDO - - OHIO

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FIELD SEED
MERCHANTS
SPECIALTIES
RED CLOVER, TIMOTHY
ALSIKE
TOLEDO
OHIO

H. W. DOUGHTEN, 59 PEARL STREET
NEW YORK CITY
Importers, Exporters and Jobbers
Grass and Field Seeds
We Are Buyers of NEW CROP ALSIKE
and Sellers of D. E. RAPE

THE
ILLINOIS SEED CO.
CHICAGO, ILL.
WE BUY AND SELL
Field Seeds

Ask for Prices
Mail Samples for Bids

SHIP YOUR HAY
to
ALBERT MILLER & CO.
192 N. Clark St. CHICAGO, ILL.

SEEDS FOR SALE—WANTED

Field and Grass
Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. seeds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.
Wm. G. Scarlett & Co., wholesale seed merchants.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass & Dogtail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.
Continental Seed Co., seed merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.
INDIANAPOLIS, IND.Southern Seed Co., field and garden seeds.
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Harnden Seed Co., field & grass seeds.
Missouri Seed Co., wholesale exports and imports.
Peppard Seed Co., J. G., wholesale seeds.
Rudy-Patrick Seed Co., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.
Minneapolis Seed Co., seed merchants.
Northrup, King Co., wholesale seeds.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Doughten, Inc., H. W., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.
Radwaner Seed Co., I. T., fld. & gr. seeds, ex. imptia.

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.
ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

ST. LOUIS, MO.

Schisler, F. & G. S. Co., A. W., seed merchants.
Manglesdorf, Ed. F. & Bro., wholesale field seeds.
Newman & Malkemus, grass and field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Flower Co., The S. W., seed merchants.
Hirsch, Henry, whole. flour, seed.
Toledo Field Seed Co., The, clover, timothy.

WICHITA, KANS.

Roes Bros. Seed Co., fld. seeds, alf., kaffir, sweet corn.

IMPORTERS

EXPORTERS

GRASS and
CLOVER SEEDBuyers and Sellers of Timothy, Red Clover,
Alsike, Alfalfa, White Clover, etc.
NUNGESSER-DICKINSON SEED CO.
New York, N. Y., U. S. A.

The Manglesdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON

Wholesale

SEED MERCHANT

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MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA
MISSOURI GROWN BLUE GRASS
MISSOURI SEED CO.
KANSAS CITY, MISSOURI

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

The Stanford Seed Company, Inc.

Wholesale Field Seeds .. BUFFALO, N. Y.

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MINNEAPOLIS SEED COMPANY

WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.

TIMOTHY, CLOVERS, MILLETS

GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS

SEED ELEVATOR AND WAREHOUSES:
34TH TO 35TH STS. AND RAILROAD
AVE. SO., ON O. M. & ST. P. RY.P. O. ADDRESS: LOCK DRAWER 1546
OFFICES: 3444 RAILROAD AVE. SO.
MINNEAPOLIS, MINN.GRAIN ELEVATORS AND WAREHOUSES:
35TH TO 37TH STS. AND RAILROAD
AVE. SO., ON O. M. & ST. P. RY.

Prompt Shipment
on
SEEDS
CLOVERS, TIMOTHY
GRASS SEEDS
SEED GRAINS
FODDER CORN
MILLETS
And A Full Line Of Seeds
NORTHROP, KING & Co.
Seedsmen
Minneapolis, Minnesota

We are buyers of
Clovers, Timothy and Alfalfa
SEEDS

Send Samples

L. TEWELES SEED COMPANY
MILWAUKEE, WIS.

*In everything pertaining to the grain and elevator interests
this Journal tops the list, and we're in a position to connect
you quickly with representative shippers everywhere.*

SEEDS FOR SALE—WANTED

WHITNEY-ECKSTEIN SEED CO.
Wholesale Seed Merchants
BUFFALO, N. Y.
CORRESPONDENCE INVITED

LOUISVILLE SEED COMPANY
INCORPORATED
LOUISVILLE, KY.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

Marshall Grain Co.

DISTRIBUTORS OF
KAFFIR MILO

Weights and Grades
Guaranteed at destination.

Responsible brokers wanted in all markets

517-18 Grain Exchange Building
Oklahoma City, Okla.

The Toledo Field Seed Co.
Clover and Timothy Seed
Consignments solicited. Send us your samples.
TOLEDO, OHIO

IOWA SEED CO.
DES MOINES, IA.

Wants to buy or sell seeds

Send Samples
Millets and Seed Grains
to
THE BELT SEED CO.


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We Offer Alfalfa, Red Clover and
Crimson Clover at Very
Attractive Prices

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CINCINNATI - - OHIO

ROSS SEED CO.
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of field seeds Bought and Sold.
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**Loewith
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GRASS & FIELD SEEDS
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SEED

*We Buy
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all Varieties
of Grass
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DEALERS **RAPE** **JOBBERS**
SPRING VETCH
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CANARY SEED

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CITY

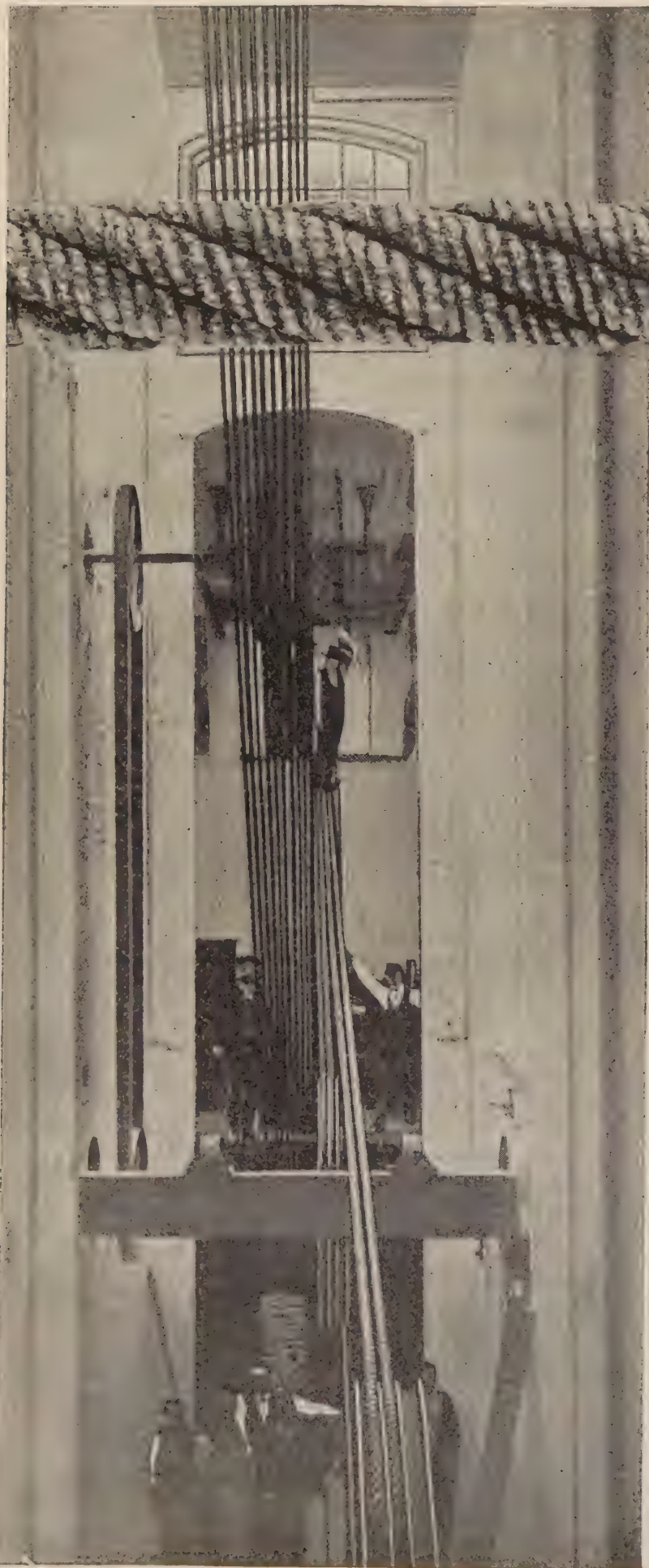
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KELLOGG
FIELD AND GRASS
SEEDS

*We specialize in: Red
Clover, Alsike, White
Clover, Alfalfa, Timothy,
Fancy Red Top and Blue
Grass. Send for sam-
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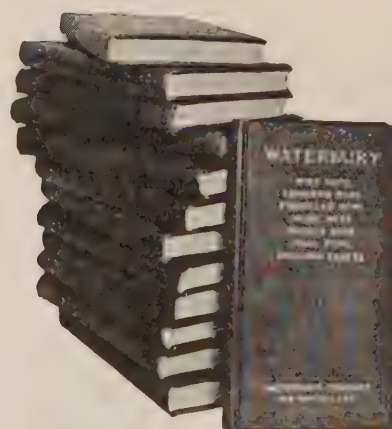
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MILWAUKEE - WISCONSIN

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO


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Waterbury Fibreclad Rope, because of its surface of tarred Russian hemp with which each strand of wire is served, does not deteriorate from rust or corrosion in use as rapidly as does bare wire. Then, too, the marline covering not only aids in preserving internal lubrication but takes the wear on the crown strand as well and so lengthens the service life of the rope. The durability inherent in this special construction is increased by the quality that is in every rope made by the Waterbury Company.



160,000 rope buyers use the Waterbury Green Book as a guide. A copy will be sent you on request.

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MAKERS OF WIRE, ARMoured, FIBRE
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GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month at
305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leadings firms catering to the grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JUNE 10, 1920

THE COST-PLUS building contract has non-plussed more than one elevator operator.

ALL CLAIMS against the Canadian wheat board for carrying charges, by an order just issued, must be filed by licensees on or before June 30.

MARGINS OF PROFIT under the Lever Act, which is continued in effect, are not defined; and the grain dealer's profits form so small a percentage of the value of the commodity handled that no dealer need fear prosecution under this statute.

THE OPEN SHOP strikes at the two most vicious economic errors of the day: limitation of output and standardization of wages. They destroy efficiency, and penalize the workers themselves by the vastly greater prices they pay for their own products.

THE DIFFERENCE between car shortage and car surplus is a matter of but a few hundred thousand cars; and the letting down of industrial activity in New England may be the forerunner of a general slowing down that will turn the present shortage into a surplus, just as in the first six months of 1919 there was a surplus that reached a maximum of 450,000 freight cars in February.

THE TWELVE grain elevator fires reported in this number of the Journal have convinced at least twelve grain dealers that wood elevators will burn even tho a new harvest is fast approaching and the cost of rebuilding has increased nearly 300%. Have you corrected all the known fire hazards of your plant and installed steel barrels and buckets for extinguishing fires in their incipency? Better get busy before the fire starts?

THE DAY of reckoning for the little fellow who, for more than four years, has been buying everything in sight, eyes closed, and selling it the following day at a sure profit, will soon be at hand.

CHICAGO will move its clock ahead one hour next Sunday in hope of doing more of its work by daylight. Next October the clocks will be moved back an hour to conform to Central time. This will result in the Chicago market opening and closing an hour earlier, so dealers will need to watch the clock a little more closely for a time.

THE DIRECTORS of the Milwaukee Chamber of Commerce have addressed a protest to the Postmaster General concerning the deplorable state of the postal service just as many other business organizations have done, but no improvement has been discovered. The daily loss to business on account of the rotten service amounts to many millions of dollars.

WAGON SCALES having pits so low as to drain the surrounding ground, are sure to deteriorate rapidly and result in incorrect weights. Water in the scale pit will rust the bearings, and in some cases cause the foundation to settle. If your scale pit is so constructed that water runs to it, be sure to give it ample drainage, or you will pay dearly for the neglect.

AT CURRENT PRICES of materials and labor the grain elevator owner will find his rebuilding cost much more than he had expected. Insurance policies should be renewed on the basis of higher valuation to take care of the greater loss. In other years a bricklayer laid 2,000 bricks in a day at \$4. Now he lays 600 bricks at \$10, cost for labor five times as great.

THE MOTOR TRUCK and the local mill are the two possible benefactors of the box car shortage. It is evident that with such a stringency of box car equipment, more wheat will be ground at interior mills, and many motor trucks will be brought in service to carry wheat to the nearby mill, where box cars are not available for long hauls to the larger milling centers.

MIXED FEED manufacturing plants are springing up all over the country, but this is particularly true of the Southeast. Since strict laws have been passed in various states, the feed manufacturer who formerly turned out what was termed "junk feeds," must now use acceptable ingredients. The mixed feeds acceptable by law are beneficial to livestock, hence have risen in popularity.

PAYING NO ATTENTION to the bank's notification of a draft against them lost one grain firm a decision before the National arbitration com'te recently. The plea was that the banks frequently notify their office in error of drafts on them that are intended for other receivers, and that they paid no attention to draft notification because they had no transactions with drawee. Due courtesy and regard for the interests of brother dealers should prompt all receivers to check up notices. Now that the bother of following government regulations has ceased dealers will have more time to aid one another.

ARGENTINE proposes to levy a heavy export duty on all wheat, much to the disgust of European buyers, who have large amounts contracted. However, the wheat producers of North America are not among the protestors, and it now seems likely that the pending bill will soon become a law.

DYNAMITING and burning of farm laborer's homes in Michigan has been resorted to by night riders to enforce a boycott against beet growing and coerce the sugar factory owners. The same crowd is about to build farmers' beet sugar factories, and late this month will hold a meeting to organize farmers elevator companies. So far no farmers have burned their wheat crops to spite the grain dealers. The same propagandists are having remarkable success in piling up immense stocks of wool in the farmers warehouse at Lansing at a time when no one seems to want wool. What will they do with the wool? How long will the producers fall easy prey to these false leaders?

THE FEDERAL TRADE COMMISSION'S June 1 pronouncement, giving its conclusions as to the reasons for the advance in the prices of gasoline as requested by Congressman Dyer, winds up with the specious plea "for the current collection and reporting of information regarding changes in the industrial and commercial conditions in the oil trade by a body equipped to deal with industrial and economic questions and possessing adequate powers with respect to obtaining and verifying reports made by various branches of the industry." Fortunately for the taxpayers and the hard-working public this plea for an army of tax eating inspectors and another annoying questionnaire is not likely to be granted, the courts having held that the Commission and Congress both are exceeding their constitutional powers in requiring reports.

THE RAILROADS are seeking to recover the right to own and operate Lake vessels, and a bill is now pending in Congress which will re-establish this right, although they abused it when they had it, and used their control of lake transportation to relieve the all-rail routes of the necessity of reducing their rates in order to get business. While the operation of all transportation facilities should naturally be intrusted to one class of corporations, their regulation should be such as to insure the public's realizing the full advantage of water transportation. The Government has spent billions of dollars in the improvement of our Lake harbors and channels. The people have paid the bill, and are fully entitled to the benefits to be derived therefrom. Railroad control of Lake transportation prevented the public so profiting, and the right of operating water transportation companies was taken away from the railroads. It is to be doubted that the railroads of the future will be more considerate of the shipping public than were those of the past. Hence, if the right of ownership and operation of Lake vessels is to be returned to the railroads, then it should be with restrictions which will protect the rights and interests of the shipping public.

SOUTHEASTERN millers who clean car-load receipts of wheat before weighing take a liberty with the shippers' property which is likely to prove expensive to shippers who suffer shortages. The Southern Railway is refusing to accept destination weights so obtained in support of shortage claims and no doubt every other railroad will soon take a similar stand. Shippers who sell to millers on destination weights owe it to themselves to insist upon millers weighing all grain as soon as unloaded and before cleaning.

FREIGHT RATES were greatly increased during the period of Government operation, but the cost of operating the railroads was also increased some sixty-five per cent. In fact, the wages paid railway employees aggregated but \$153,000,000 in December, 1917, while in January, 1920, the employees were paid \$258,000,000, an increase of sixty-eight per cent, part of which is directly traceable to the Adamson law. The production of the railway employees was reduced over eleven per cent by the eight-hour law, but their production is said to have been reduced even more by the don't-care-a-damn spirit which overtook the workers after the Brotherhood chiefs had bulldozed Congress into enacting the Adamson law. So long as the Government guarantees the railroads a fixed return, no objection will be made by the railway officials to paying any wages the Railroad Labor Board may dictate, but when the Government's guaranty expires every carrier will insist upon being granted freight rates that will enable it to pay a fair return to its stockholders, as well as the wages made necessary by the Government rulings.

Failure of Government Operation.

Government ownership and operation of public utilities was surely rapped forcibly by different speakers at the Kansas Convention. The grain trade suffered more than any other branch of business because of the inefficiency of the Government's attempted operation of the railroads, the telegraphs and the telephones.

The disgust of the average dealer with the Government's awful failure is not printable, but it is in harmony with the sentiments of publishers who are dependent upon the Post Office Department for the delivery of their products. No conscientious attempt has ever been made to determine the Government's actual cost for handling second class mail, but experts long in the business base the actual cost at much below the rates assessed by the present zone law. The present wretched service of the Post Office Department even in handling first-class mail is so expensive to business that more and more firms are intrusting their important messages to the telegraph companies.

No one will claim that the Government attained success in the operation of the railroads, the telegraph or the telephone lines. Every one identified with the grain trade knows that the country must suffer for years because of the Government's neglect of the railroad properties taken over.

The experiences with the attempted governmental operation of public utilities in many different lands convince all economic students that it is not the proper province of Government to attempt to serve in any capacity, but that Government should confine its activities to regulating and governing the people.

WATERWAY CHAMPIONS are heartily endorsing the proposed improvements of the St. Lawrence waterway, and while such improvement might help to facilitate the exportation of many products direct from Lake ports, it would only work an improvement during the short season of navigation. The same amount of money invested in a four-track freight railroad from Buffalo to seacoast would help move our export freight twelve months of the year, and reduce freight rates for all time.

The Car Situation.

Two weeks ago the Interstate Commerce Commission ordered 2500 box cars delivered to the Western railroads by the Eastern lines *immediately*, and it also wisely instructed the railroads of the Southwest, which were holding large numbers of cars laden with grain, to unload the cars summarily.

Every would-be grain shipper pricked up his ears and wondered what was going to happen. But the wheat export company and other large buyers of wheat for Galveston loading, have been content to furnish the Galveston officials with the names of a few steamers which they *expect* to take approximately 3,500,000 bus of grain from that port before July 1st.

Even tho all the steamers promised arrived and were loaded at Galveston, it would not even remove the grain which has been on the island for the last thirty days, to wit: 2,500,000 bus in the elevators, and 3,380,000 bus in cars. This does not take into consideration the large number of cars loaded with grain billed to Galveston long ago and still en route. The strike of the longshoremen which necessitated placing the city under martial law will not help the movement of wheat.

The embargo against further shipments is still in force and properly so, because more shipments would only add to the port's puzzling embarrassment. The railroads leading to Galveston and the shippers in the territory tributary to that port, as well as the port itself, must continue to suffer from these periodic congestions, until some good angel comes to the rescue with a modern, fire-proof, rapid-handling elevator, which can be depended upon in times like the present to unload quickly large numbers of cars, and to load ocean steamships in a jiffy when they do arrive.

Unless Galveston does soon provide modern terminal elevator facilities sufficient to facilitate the rapid handling and storing of large quantities of grain, then it must banish all hope of retaining its much coveted position in the export grain trade.

The entire country is suffering from a lack of box cars, yet thousands of them are being wantonly used at Galveston for warehouse purposes, and this, too, while the half million bushel, reinforced concrete elevator at Texas City, just across the harbor, remains empty and idle.

Would-be shippers throughout the land are suffering because of their inability to get cars, and it would seem to be up to them to protest to the Interstate Commerce Commission against permitting the transportation companies entering Galveston to continue using the

much needed box cars for storing grain. It is not fair to the carriers or to shippers who would use them for transportation purposes.

Selection of Traveling Solicitors.

Traveling grain solicitors everywhere, as well as the receivers who employ them, will be deeply interested in and enlightened by the thoughtful address of Mr. Russell before the Kansas dealers which is published elsewhere in this number.

The day of the misrepresentative who was a discredit both to his market and his firm is gone. The men now engaged in operating country elevators are more intelligent, and hence demand helpful information from the traveling solicitors, that will help them to the more profitable marketing of their grain.

The traveling solicitor who is well posted on the facilities, methods and regulations of his market as well as the rates to it is prepared to explain away many troublesome points which the old time solicitor was forced to pass by with scornful indifference, because he did not know and was not required to know.

The successful traveling solicitor of today must be a man of clear-cut intelligence who is well posted on given trade problems and not only willing but anxious to serve his prospective customers, or for that matter to help every grain shipper to a better market.

Through long experience, the receivers of most markets have learned that it is unnecessary to tear down a competitor in order to build up a business.

The average shipper cannot help but presume that the leading firms of any market are of much the same calibre, so if the majority of those firms are maligned by traveling representatives, then the shipper's natural conclusion is that most of the firms in that market are not entirely desirable.

The practices of the different exchanges as reflected by Mr. Russell's address, show quite forcibly that the leaders in these markets have come to recognize the necessity not only of requiring everyone identified with the markets to clearly understand the real service the grain exchanges are striving to perform for the trade, but also to help the outsiders, to understand the usefulness of the different facilities provided for handling their business. So many radical maligners are busy shouting, exchange members must help the misled public to a confidence in the integrity, the fairness and the dependability of all identified with the organization. No live grain exchange today would tolerate for a minute any grain firm which is not disposed to deal fairly and honestly with all interests intrusted to it. In fact they can not afford to do so.

The education of the solicitor is only one step forward in the education of outsiders with whom he may come in contact. The more thoroughly he is posted, the more completely will he enlighten others. The influence of such educational work is sure to raise the grain exchanges to a higher plane and to place the entire grain business on a safe basis. Discrimination in the selection of traveling solicitors merits the hearty approval of the entire trade.

Financing the New Crop.

Grain dealers of many sections are still encumbered with large quantities of grain harvested in 1919, and altho they have demanded cars in all languages and from all officials, they are still paying high rates of interest on grain they are unable to load out.

Needless to say that every dealer so burdened with a surplus stock of grain has long since been thoroughly convinced that the Wheat Director's eight cent gross profit is not near enough to bear the actual handling expenses of moving wheat from the farmers' wagons to the terminal market.

Many dealers, fearing that the car famine might attain the proportions now known to all would-be shippers, long since refused to take in any more grain except on storage for the producer.

Not being able to hedge against his purchases, the elevator operator has declined to assume the responsibilities of ownership during the fickle flights of an uncertain market. Many a country banker who has loaned large sums of money to country elevator operators in order to assist in marketing the farmer's products, has spent many a restless night wondering if a possible slump in the wheat market might wipe out the local elevator man and cripple the bank.

If cars were plentiful, or if it were possible to hedge against cash holdings, this speculative element of the country elevator man's business could be greatly reduced or passed on to the option speculator.

Coarse grains, which can be hedged, have been handled much more willingly by the average country elevator operator, and with a larger degree of safety. Even though he did not hedge against his holdings of coarse grains, he could quickly do so, should the market take a turn against him.

However, the elevator men of the Southwest, many of them with elevators full of grain and many farmers listed for first delivery, are wondering what in the world they are going to do when the 1920 crop, which now promises to be large, starts to move.

The appeal of the Texas Ass'n for relief from the progressive interest rates proposed by the Federal Reserve Banks, will render some measure of relief to member banks and patrons engaged in the export grain trade. The Federal Reserve banks of Dallas and Atlanta seem disposed to accept grain exporters' paper covering grain actually under contract of sale, at the established rate of interest, and exempt from the progressive rate introduced last April by the Kansas City Reserve Bank.

It has been frequently pointed out that by exempting paper covering grain exports from the progressive rate, the Federal Reserve Banks encourage and assist the export grain trade in bringing in new capital from abroad, and thereby helping to alleviate strained credits throughout the grain congested territory.

No direct appeal has as yet been made by the organized grain trade to the other Reserve Banks, altho it would seem that it should not be difficult for the export grain dealers of other sections to obtain exemption from any progressive rates in force or contemplated by the District Reserve Banks.

Grain values are so swollen, grain dealers can not buy for their own account without taking into consideration among the other

usual expenses of holding and handling, the uncertain cost of interest and insurance, as well as the likelihood of the grain getting out of condition.

Until protection is obtainable in the wheat future market, every elevator man must give careful consideration to the ominous outlook and take his banker into his confidence at every new turn of the road.

While it is not necessary for every dealer to become a pessimist, still it will not do any harm to put bumpers on behind as well as in front. Then keep in the middle of the road.

The Non-Hedger's Delusion.

Many cash handlers and millers of grain have assumed a "holier-than-thou" attitude in the conventions and in private conversation, asserting "I never hedge my stocks of grain. I do not find it necessary to buy or sell futures."

It is true that these complacent gentlemen have not been bearing their share of the burden of maintaining the open market. They have been riding "deadhead" on the train of commerce, instead of paying their fare. In other words, they have enjoyed the advantages of the open market without paying commissions on trades for future delivery. Neither have their brokers stood in the pit and supported the market when the farmer was rushing his crop to market.

These gentlemen should disabuse their minds of the obsession that their attitude has any merit. They are too narrow to perceive that they themselves could not remain in the grain business except as the employe of a big trust, were it not for the open market.

The dealer who gets along without the future market by carrying a constant stock on hand all thru the year, is able to carry on his business by reason of the future market introducing competition that makes it possible for the little fellows to live. All dealers have not the large capital of these complacent individuals, and are glad by means of the hedge, to limit both their profits and their losses and enjoy the aid of the bankers.

The dealer who puts out no hedges will be out of pocket when a drop in the market in one year wipes out the excessive profit on a preceding year on which the government has collected its income tax. The government always shares our profits, never our losses.

Let every dealer get behind the speculative market and boost it just as he would a public library tho he expected to read none of its books.

A TREND TO lower prices has set in, altho this reduction has been more noticeable in clothing than in other commodities. The public sale of shoes and ready-made clothing held by eastern manufacturers at cost only reflects their over-stocked condition and opinions of future prices. The grain man may expect a similar fall in the price of grain when the large stocks of grain still back in the country are thrown on the market at the same time the new crops are being marketed. Grain men, being a part of the public, are as anxious as any class of business men to see old H. C. L. tumble off his lofty perch, but at the same time they must realize that lower prices for grain will be followed by reduced commissions and profits.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

N. Y., N. H. & H. 72545 passed thru Crescent City, Ill., on June 8 leaking oats badly thru a hole in the side of car.—W. G. Smith, mgr., Crescent City Farmers Co-op. Co.

St. L. I. M. & S. 33595 passed thru Crescent City, Ill., on June 7 leaking oats at the side of car.—W. G. Smith, mgr., Crescent City Farmers Elevator Co.

C. R. I. & P. 31483 passed thru Crescent City, Ill., on June 7 leaking yellow corn at the door. Car appeared to have been improperly coopered, as the inside grain door was badly bulged. We tried to fix the best we could.—W. G. Smith, mgr., Crescent City Farmers Elevator Co.

M. & St. L. 12194 passed thru Manlius, Ill., going south on June 4. Sides were badly bulged and corn was leaking at the door.—C. B. Lowe, mgr., Manlius Grain & Coal Co.

H. V. 32350 passed east thru Agosta, O., on the C. C. & St. L. Ry., June 3rd, leaking oats thru siding in two places.—C. O. Barnhouse.

C. & N. W. 79362 was switched at Nevada, Ia., on the morning of June 2nd and was leaking wheat from an end that was bursted out. Car remained on siding in the afternoon.—Frazier & Son.

A. T. & S. F. 31429 passed thru Thayer, Neb., on May 29 leaking wheat.—Paul Cosandier, pres. Octavia Lumber & Grain Co.

D. L. & W. 31417 passed thru Fordyce, Neb., May 27 leaking oats in a stream out of side and out of one door.—J. V. Fleming, McCaull.—Webster Elevator Co.

M. P. 21135 passed thru Marble Rock, Ia., May 26, leaking corn thru a bulged siding near the corner. We repaired same the best we could, but the car was in bad shape.—A. J. Ackley, mgr., Farmers Elevator Co.

S. A. L. 20491 passed thru Risk, Ill., May 26, leaking oats at the side of car. The car was moving north on the I. C.—Harry Tjardes, Strawn, Ill.

L. & N. 64940 passed thru Maple Park, Ill., May 26, going east, leaking shelled yellow corn at the door post.—G. G. Campbell, vice-pres., Ed. Conlin, Inc.

Friscio 124720 passed thru Thayer, Neb., May 21 leaking wheat.—Paul Cosandier, pres., Octavia Coal & Lumber Co.

L. & N. 97048 was set off at Sergeant Bluff, Ia., on May 19 leaking badly at the side.—Sergeant Bluff Farmers Elevator Co.

Erie 90762 was set off at Sergeant Bluff, Ia., on May 19 with a broken seal.—Sergeant Bluff Farmers Elevator Co.

C. & A. 38261 passed thru Pocahontas, Ia., on May 24 leaking oats badly at the end post.—R. H. Patterson, sec'y-treas., Pocahontas Grain Co.

M. C. 46617 passed thru Crescent City, Ill., May 22, going east leaking oats at the right hand door.—W. G. Smith, Crescent Farmers Elevator Co.

Wheat Futures to Start July 15.

The com'te of 16 representatives of 8 grain exchanges met a second time at Chicago June 2 and decided that future trading in wheat could be resumed as early as July 15 and in the December delivery as the earliest.

The New York Produce Exchange favored an earlier opening, July 1, and trading in September delivery.

The consensus of opinion was that each exchange should make its delivery contracts as liberal as possible consistent with preserving the integrity of its contracts.

Another conference is to be held before reporting to the general com'te of 42.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Allowance for Odd Pounds of Ear Corn?

Grain Dealers Journal: How should ear corn be figured in pounds less than a bushel? I have just had an argument with a farmer who hauled me 29 bu. and 60 lbs. of ear corn. We took a fifth out of the 60 lbs., paying him for 48 lbs. of shelled corn.—A. J. Harbor, Adm. W. H. Harbor Estate, Henderson, Ia.

Ans.: The legal weight of a bushel of ear corn varies in different states from 68 to 72 lbs., but in Iowa, it is 70 lbs. From 70 lbs. the reduction to shelled, 56 lbs., is 14 lbs.; and 14 is one-fifth of 70. Therefore the dealer was right in taking one-fifth out of the 60 lbs., proportionately for the cobs, and paying for 48 lbs.

Clear Seal Record Claim?

Grain Dealers Journal: We made a shipment of hay from a narrow gage to a wide gage line, compelling a transfer into standard gage equipment, and there was a shortage of 38 bales. We filed claim, but claim was declined for the reason the seal record was clear from point of origin to transfer point and from transfer point to destination. Are there any court decisions covering a similar case?—V. L. Hacker.

Ans.: There is no court decision where a railroad company defeated the claim of a shipper because of the seal record, when the shipper could prove how much actually was loaded. The very fact that there was a transfer in transit from car to car gave an opportunity to lose any number of bales. In this case shipper's claim is good.

Interest When Sold Country Track?

Grain Dealers Journal: We sold two cars of wheat to the James A. Moore Grain Co., of Sterling, Colo. They called a carload 1,100 bushels, altho no number of bushels were specified on contract and settled for the balance of wheat on basis Kansas City market the date of inspection. We hold that when no certain car capacity is specified that we may ship any size car. This wheat was to be shipped to Minneapolis, but they changed their minds and had us ship to Stockton, Cal. We think that when you sell wheat on track as we did this we are not supposed to pay any interest. Altogether we figure we have something over \$300 coming to us on these two cars, and would like very much to have the Journal's opinion on the matter.—Jos. L. Hall, mgr., Akron Farmers Milling Merc. Co-op. Ass'n, Akron, Colo.

Ans.: The confirmation reads, "Shipment 20 days, to Minneapolis," and the fine print below reads, "All purchases are made on the basis of destination weights, grades and terms."

Accordingly this transaction is governed by the rules of the Minneapolis Chamber of Commerce; as nowhere does it appear in the contract that Kansas City terms applied.

A carload is defined by the Rule XVII, Sec. 1, of the Minneapolis Chamber of Commerce as 1,000 bu. of wheat, corn, rye, barley or flax, and 1,500 bu. of oats. Buyer is wrong in applying 1,100 bu. on contract, tho this error was in favor of shipper, as one car contained 1,896 bu., and the other 1,558 bu., as the market price when grain was unloaded was lower basis Kansas City or Minneapolis.

The interest charge contemplated by the rules of the Minneapolis Chamber of Commerce is that on the shipment to Minneapolis, Rule VIII, Sec. 10, providing that interest shall be charged at the legal rate of interest on carloads bought at country points for delivery at Minneapolis, the same as if handled on commission; and shipper could not be charged justly with more interest than would accrue if the car had moved to Minneapolis.

Damages on Destination Value?

Grain Dealers Journal: In the Feb. 25 issue of the Grain Dealers Journal was an article which claimed that the courts and the Interstate Commerce Commission had both ruled against railroad claim agents who insist that when loss of grain is made thru the negligence of the railroad, the claims shall be settled at invoice price rather than at market price at the time of the loss. Will the Journal refer us to the particular cases which have ruled against such unfair valuation?—Lord & Webster Co.

Ans.: Decisions against invoice value and sustaining destination value were given by the courts in two recent cases, which are: *C. M. & St. P. Ry. Co. v. McCaull-Dinsmore Co.*, by the U. S. Circuit Court of Appeals, 260 Fed. Rep. 835; and *Wabash Ry. Co. v. Holt*, U. S. Circuit Court of Appeals, 263 Fed. Rep. 72.

Claim on Destination Value?

Grain Dealers Journal: We have recently filed a claim for loss of wheat in transit and have filed same for delivered price of the wheat, *i. e.*—We sold the car of wheat at \$2.95 per bu. for the grade shipped, basis delivered Kansas City; and have made our claim at this figure.

We thought we saw in the Journal where a decision had been rendered by the Supreme Court to the effect that carriers were liable for loss on the destination value.

Will the Journal please advise if we are correct, and if possible cite docket?—Hunter Mill Co., Hunter, Okla.

Ans.: Shipper is correct in filing claim for the delivered price. Note reply to Lord & Webster Co. on this page.

Since the court decision, several of the railroad companies have begun paying claims on destination value.

Apportioning Cars?

Grain Dealers Journal: Our depot agent informed us today that the Burlington R. R. Co. had issued an order, whereby grain cars shall be allotted to dealers according to the amount of grain in elevators. For instance, if one dealer has an elevator of 10,000 bu. capacity and another has an elevator of 20,000 bu. capacity, the dealer having the 20,000-bu. elevator would get two cars to the other dealer's one.

We have an elevator under construction of 12,000 bu. capacity, but are still loading cars from the wagons.

We wish to ask what we can do in this case until we can get our elevator completed, and if there is any way we can force the railroad company to give us cars to load.—Herdon Equity Union Exchange, Herndon, Kan.

Ans.: Until the shipper has grain actually on hand, ready for loading, he has no standing in the distribution of cars.

The rule is as stated in this column, last number, page 972.

Time Limit for Filing Claim?

Grain Dealers Journal: We want to collect a claim from a railroad for a shortage. It is over six months since the grain was loaded and over six months since the shortage was established by the official weighing. Have we, under the law, a chance to collect this from the railroad?—Gee-Lewis Grain Co., Buffalo, N. Y.

Ans.: The fine print conditions on the back of the B/L contain a clause limiting the time for filing claim to 6 months on domestic and 9 months on export shipments. This particular clause has been ruled upon and sustained by the courts, and shipper is bound thereby. Having failed to file claim within the time limit shipper has no chance to collect.

On claims pending when federal control began the Transportation Act suspends the running of the limitation during the period of federal operation.

The time limit runs from the time the shipment was delivered; or if not delivered, when it ought to have been delivered.

If shipper can prove negligence his claim falls into another class, and he is not limited as to the time to file claim; but here again the burden falls on him to prove negligence.

On some intrastate lines the carriers are lawfully using Bs/L limiting shippers to four months to file claim. Formerly it was four months on all business, but this was changed to six months in the interstate uniform B/L.

Reasonable Delay?

Grain Dealers Journal: What constitutes a reasonable delay in transit and how should the time be computed, or in other words, what is the definition of the term "reasonable delay"?

We recently filed quite a number of clear record, short weight railroad claims which were rejected by the claim agent because they were presented 7, 8 and 9 months after date and had not been filed in the time limit according to the terms of the uniform B/L.

We intend to enter suit immediately on all these claims. Our records are clear as to the weight. Practically all the cars were shipped during government control. We would like to know if the agent is not wrong in this? F. I. White, mgr., Yoakum Mill & Elevator Co., Yoakum, Tex.

Ans.: There is no such thing as "reasonable delay." Delay is unreasonable to the extent that the time in transit exceeds the average time on other shipments between the same points in the same direction. By consulting his own or the records of other shippers the shipper can calculate the average time.

Unfortunately shippers are bound by the clause in the B/L limiting the time in which to make claim to 6 months.

Under the new Transportation Act, effective Mar. 1, the carriers are allowed to limit the time for filing claims to 4 months. The same section, 438, allows the shipper two years to start suit, from the time that carrier in writing has disallowed the claim.

State Law on Warehouse Business?

Grain Dealers Journal: We should very much like to have complete information on warehousing conducted as a private business, or as a public business under the state laws of Indiana. Are receipts issued by such houses accepted as collateral by national banks?—P. E. Smith, Indiana.

Ans.: Chapter 132 of Indiana Statutes in force March 29, 1879, contains sections 10483 to 10517, forming 10 large pages of type on public warehouses.

Public warehouses are of two kinds: Class "A" and Class "B."

Permit to keep such a warehouse is granted by the auditor of the county upon application by the owner.

Class "A" is warehouse where grain of different owners is mixed in bulk.

Class "B" are warehouses where a charge is made for storage on separate lots.

Class "A" grain must be inspected and graded.

All Class "B" warehouses must distinctly state on the face of the receipt the brand or distinguishing mark of the property.

All receipts are negotiable and transferable by indorsement in blank, with like liability as bills of exchange.

The act in force March 9, 1901, section 10513, provides for the filing with the recorder of deeds in the county of a declaration giving the name of the person or corporation desiring to keep a warehouse, describing the warehouse and giving the names of those having any interest in the land or structure.

Section 10514 provides for the issuance of warehouse receipts under section 10513.

Section 10515 provides for a record to be kept by the warehouseman in a book of all receipts issued.

Warehouse receipts are good collateral at the state and national banks.

CONDITION OF FRENCH CROPS on April 1, 1920, was very good, and the improvement has steadily continued, according to the French Ministry of Agriculture, in a report showing the condition of the crops on April 1, 1920, compared with the same period last year. The following is the basis of standards: 100 represents very good; 80, good; 60, fairly good; 50, fair; 30, poor; 20, bad. Condition of winter wheat, April 1, 1920, was 76, as compared with 66 the corresponding month in 1919; spelt, 73, April 1, 1920, as compared with 66 the same period in 1919; rye, 77, April 1, 1920, as compared with 68 April 1, 1919; winter barley, 76, as compared with 66 the same period in 1919; winter oats, 78, April 1, 1920, as compared with 65 the same period in 1919.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Have the Site Surveyed.

Grain Dealers Journal: I own an elevator and mill that was willed to me by my father some years ago. I never did determine the exact extent of my property thinking that it extended to a fence erected by the carrier along whom we are situated. Some time ago I rebuilt my plant. Shortly afterward the carrier informed me that their property extended beyond the fence they had erected. They proved to me that my engine room extended a few feet on their land. Now I must either go to the expense of moving that building or pay a site rental. In either case it will cost me a considerable sum. I am writing this so that brother dealers will never find themselves in the same predicament as I find myself in today.—T. M. Hodgson.

Reports On Car Seal Records and Disinterested Weights Essential to Collection of Claims.

Grain Dealers Journal: As the claims of shippers come floating through my hands, I naturally become acquainted with peculiar conditions that exist at various terminal markets—things that should not be allowed to exist. I am interested in just one thing in my life and that is to protect in every way possible the scores of shippers that I now represent in their fights against the railroads. I cannot efficiently do this work with certain practices still continuing at certain terminal markets. I hope to be able to point these out to shippers from time to time.

At Memphis, Tenn., no seal record is maintained on the cars either at time of arrival in outer yards or at point of unloading. Neither the shipper or myself has any way of knowing whether the car arrived with a defective seal record or not. In the absence of this information, many claims are declined or heavily compromised that would not be if that market would give a complete seal record of the cars as is done at Chicago, Milwaukee, Indianapolis, Minneapolis, Omaha and other markets. The failure to do this is penalizing the shippers to that market every day. I know because there are too many clear record claims coming through my hands and all the car condition report says is simply "Good," with no seal record and no list of the different possible points of leakage listed as at other markets.

At other terminal markets, the men who actually do the weighing are in the employ and paid by the men who own the elevator where the grain is unloaded. No weights are obtained by disinterested weighmen who are paid by non-interested parties as at Chicago. I am informed that this condition exists at Indianapolis. If all terminal markets would employ the same system of weighing as at Chicago, Minneapolis, etc., the shipper in the country would be better satisfied and the railroads would accept such weights as being above suspicion. If such conditions are allowed to exist the railroads will not pay shortages on clear record claims and it is a question whether they should even be called responsible, if correct weights cannot be made out which are above suspicion. At a number of other markets, the weighmen are in the employ of the owners of the elevator. This is the wrong system and a campaign carried on for the establishment of a different sys-

tem will be of untold benefit to the grain trade as a whole.—Very truly, Owen L. Coon, Chicago, Ill.

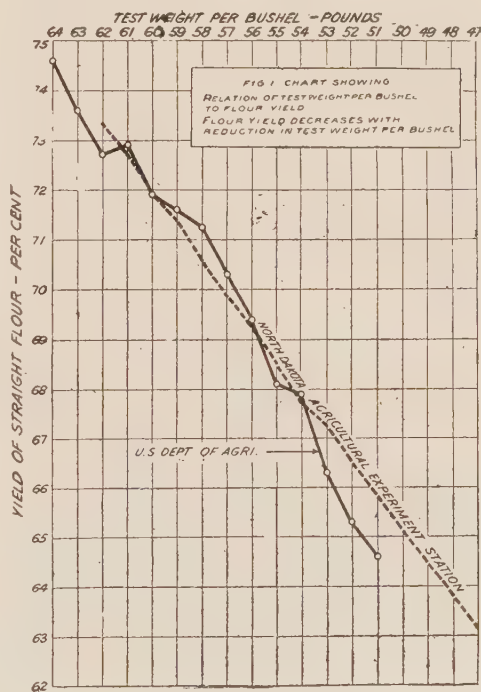
No Changes in Wheat Grades.

Following hearings recently held in Chicago and Washington, D. C., the announcement has been made that no change shall be made in the present Federal standards for wheat, by authority of E. T. Meredith, sec'y of Agriculture. In his report based upon the hearings, the sec'y sets forth the consideration which induced him to decide against the lowering of test weight per bushel requirements; against raising the moisture content limit for the higher grades; against permitting a higher percentage of rye; against cheapening the subclass "Northern Spring" by admitting into this subclass inferior wheat.

The sec'y points out how the changes would be of no benefit to farmers, but instead would penalize those growers who are producing wheat of the higher value for milling and baking purposes. The report is accompanied by three charts illustrating relation of the test weight per bushel to the flour yield of the wheat as ascertained by milling experiments of the department and other investigators; the relation between moisture content of wheat and the value of wheat; and the moisture content of wheat in different crop years. One of these charts is reproduced herewith.

With the report is a copy of the recommendations submitted to the Sec'y by a delegation from the Northwest expressing dissatisfaction with the grades. The report gives data intended to explain away this dissatisfaction. In the matter of the weight per bushel, the report reads:

The amount of flour obtained from wheat is



Flour Yield and Test Weight per Bushel.

the factor which largely determines its value. The milling yield or flour content of wheat is directly proportional to the weight per bushel. More barrels of flour and more loaves of bread can be produced from 1,000 pounds of wheat testing 58 pounds per bushel than can be produced from the same amount of wheat testing 57 pounds per bushel, other factors of quality and condition being equal. Investigators outside the Department of Agriculture confirm this statement. The engraving herewith shows the relation of flour yield to the weight per bushel of wheat as determined by the North Dakota Agricultural Station and the Department of Agriculture.

Fifty-eight pound wheat is worth more and commands a higher price on the market than fifty-seven pound wheat, all other factors being equal. Labeling wheat number one which weighs only 57 pounds per bushel does not make it worth as much as 58 pound wheat. Quotations to the country elevator by commission men, track buyers, terminal elevator men, etc., who buy for export shippers or millers, are based upon the lowest quality of wheat permitted in the grade because the buyer cannot be sure he will get a better quality. In reselling by grade the mixer will see that the miller or exporter does not get a better quality than the lowest permitted by the standard. Therefore, the price on Grade No. 1 with 57 pound test weight will be less than the quotation would have been on 58 pound wheat. The farmer with 58 pound wheat who sells it to the country elevator as No. 1 will have to take a 57 pound price for it. Normally, there is an abundance of wheat produced in the Central Northwest which weighs 58 pounds per bushel or more. To lower the test weight per bushel requirement for number one to 57 pounds would deprive the farmers who produce this 58 pound wheat of the price to which they would be entitled, with no advantage to the producers of wheat weighing 57 pounds, as the latter would sell for 57 pound wheat in any event.

The request made by the Central Northwest delegation for a general lowering of the present standards for hard red spring and durum wheat was made apparently on the theory that, under the standards they proposed, the producer would receive more money for his wheat. The arguments made in support of this theory were not convincing and were not supported by evidence. On the other hand, the testimony seemed to prove that, under free and open competitive marketing conditions, the lowering of the present standards would tend to reduce the return to the farmer. This department's studies of grain marketing support the latter view.

During the consideration of the proposed changes in the wheat standards I have been impressed with the great need for educational and demonstrational work, to inform producers, country buyers and others regarding the purposes of the standards and their requirements, their proper application, and the value of grading standards to the producers of other interests in handling grain.

THE SOUTH AFRICAN HOUSE OF ASSEMBLY adopted, on the third reading, the bill indemnifying the Government regarding the suspension of the grain duties until June 30, 1921, with an amendment which authorizes the Government to reimpose the duties as previously, on three months' notice.

THE DEPARTMENT OF AGRICULTURE on June 4 received a report from the International Institute of Agriculture, Rome, Italy, to the effect that the 1920 production of wheat in British India would be 364,900,000 bushels, or 130.1 per cent of the 1919 production, and 103.4 per cent of a five year average, 1914-1918. The 1920 production of corn in Argentina was estimated at 258,692,000 bushels, or 115.4 per cent of the 1919 production, and 132.1 per cent of a five year average, 1914-1918. Condition of cereals on May 1 was average in Great Britain, Ireland, France, Hungary, Portugal, Egypt, Morocco. Drought was reported in South Italy and Algeria.

Daily Closing Prices.

The daily closing prices for oats and corn for July delivery at the following markets for the past two weeks have been as follows:

	JULY OATS.									
	May	May	May	May	June	June	June	June	June	June
Chicago	25.	26.	27.	28.	29.	1.	2.	3.	4.	5.
Minneapolis	89%	91%	89%	87%	88%	91%	93%	93%	94%	94%
St. Louis	85%	87	86%	84%	85%	87%	89%	88%	89	88%
Kansas City	92%	94%	93%	92%	92	94	96%	96	95%	96%
Milwaukee	90	91%	91%	88%	89	91%	93%	93%	94%	95
Winnipeg	110	115	113%	111%	112%	116%	119	123%	125%	122
	JULY CORN.									
	May	May	May	May	June	June	June	June	June	June
Chicago	164%	169%	168%	163	166%	172%	175	173	174%	174%
St. Louis	168%	172%	171%	166%	170%	175%	177%	175%	176%	174%
Kansas City	162	165%	165%	160%	162%	168%	171	169	170%	168%
Milwaukee	165%	169%	168%	163%	166%	175%	173%	174%	173%	171%

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

ILLINOIS.

Varna, Ill., June 1.—I have only received four cars in two months.—J. C. Maddin.

Chicago, Ill., June 3.—Old crops are being used up rapidly. Car shortage seems to be slowly improving, but the movement has been largely in wheat.—F. S. Goodman, Clement, Curtis & Co.

Manlius, Ill., June 4.—Our elevator is full to roof with corn, oats and rye and no cars. The C. & N. W. has certainly given us a rotten deal for the past 6 months and is still continuing its method.—C. B. Lowe, mgr., Manlius Grain & Coal Co.

Chicago, Ill., June 3.—Receipts of wheat from farms for the week ending May 21 were 5,554,000 bus.; compared with 2,505,000 bus. received from farms during the corresponding week a year ago. Wheat receipts from farms the previous week were 5,287,000 bus.; compared with 2,103,000 bus. received during the corresponding week in 1919. The total wheat receipts from farms from June 27, 1919, to May 21, 1920, were 758,642,000 bus., compared with 718,224,000 bus. received in the corresponding period in 1919. Total stocks in all elevators and mills for the week ending May 21 amounted to 119,130,000 bus. compared with stocks on hand at the same time a year ago of 83,798,000 bus.—United States Grain Corporation.

INDIANA.

Carlisle, Ind., June 4.—No corn here to move.—Carlisle Grain Co.

IOWA.

Wiota, Ia., June 1.—Cars are mighty scarce.—Rothschild Grain Co.

Webster City, Ia., June 5.—We receive very few cars for grain.—H. D. Blue, mgr., Farmers Grain Co.

Sergeant Bluff, Ia., June 1.—We have no grain in the elevator. Considerable corn is being held by the farmers for a price of \$2.00.—Sergeant Bluff Farmers Elevator Co.

Sioux City, Ia., May 25.—Quite an amount of corn is in the farmers hands, altho there is not a great deal in country elevators. Farmers probably will complete their spring work before there is any movement of grain.—H. P. Trusler, pres., Trusler Grain Co.

KANSAS.

Severance, Kan., June 6.—No old crop wheat left at this point.—E. P. Lowe.

Almena, Kan., May 31.—Car situation is not improving up to the present time.—M. S. Meller.

St. Francis, Kan., May 28.—Four elevators are full. We still have 300 cars to ship.—L. C. Pierce.

Raymond, Kan., May 28.—About 5% of the old crop still is in the farmers hands.—T. J. O'Neill.

Athol, Kan.—The three elevators here contain at least 30,000 bu. of wheat and farmers hold about 10% of the last crop.—G. W. Douglas.

Oats Movement in May.

Receipts and shipments of oats at the various markets during May, compared with May, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	210,458	728,105	10,693	159,391
Chicago	4,582,000	5,835,000	2,635,000	7,032,000
Cincinnati	370,000	275,200	54,000	188,000
Duluth	98,254	15,506	102,226	12,891
Indianapolis	1,676,000	948,600	1,568,000	541,800
Milwaukee	1,551,275	2,134,861	1,155,207	990,005
Minneapolis	957,130	.....	1,568,250	.....
New Orleans	.....	.....	98,525	76,250
New York	964,000	1,225,935	23,000	.....
Philadelphia	411,830	.....	.....	634,253
St. Louis	2,544,130	2,592,000	1,459,180	2,290,550
San Francisco	49,937	79,062	.....	.....
Toledo	328,000	444,750	84,125	664,820
Wichita	7,000	664,500	7,000	37,500
Winnipeg	2,570,100	1,896,300	.....	.....

Hewins, Kan., June 1.—No old wheat is left on the farms in this locality.—M. H. Taylor Grain Co.

Caldwell, Kan., May 27.—Our elevator is full of wheat and considerable in farmers hands.—T. C. Moore.

Hugeton (R. F. D.), Kan., May 27.—Over 100 cars of kafir and milo maize remain to be shipped from Feterita.—W. P. Kliesen.

Fellsburg, Kan., June 1.—About 20% of the old crop still remains in the farmers hands or in the country elevators.—George H. Ott.

Nora, Neb., June 1.—Wheat is about all marketed. Very little grain left on the farms to move.—F. J. Stanley, mgr., Farmers Union Ass'n.

Prairie View, Kan., May 27.—Our elevator is full of wheat and corn and farmers still hold about 30 carloads of wheat and 75 cars of corn.—Bert Finch.

Fellsburg, Kan., June 2.—One thing we need and that is cars in which to ship our grain. Then we would be happy.—George Ott, mgr., Fellsburg Co-op. Equity Exchange.

NEBRASKA.

Trenton, Neb., May 28.—We have about 10,000 bus. awaiting cars and farmers are holding 50,000 bu.—E. T. Blue, mgr.

NEW YORK.

New York, N. Y., June 8.—This is the fifty-sixth and final weekly bulletin issued by the United States Grain Corporation. It covers the wheat and wheat flour movement throughout the United States for the week ending May 28th, in comparison with the figures for the same period a year ago. The license control under which these reports are made having been terminated by proclamation of the president, dated May 25, 1920, the publication of this bulletin is terminated with this final issue. The figures given out are as follows: Wheat receipts from farms for the week ending May 28 were 5,061,000 bus., compared with 2,357,000 bus. received the corresponding week a year ago. Wheat receipts from farms for the week ending May 21 were 5,554,000 bus., compared with 2,505,000 bus. received in the corresponding week in 1919. Total wheat receipts from farms from June 27, 1919, to May 28, 1920, were 763,703,000 bus., compared with 720,881,000 bus. received in the same period of 1919. The total stocks in all elevators and mills on May 28 was 106,108,000 bus., compared with stocks in elevators on the same date in 1919 of 65,834,000 bus. The total stocks in all elevators and mills on May 21 were 111,574,000 bus., compared with stocks on hand the corresponding date in 1919 of 74,489,000 bus.—United States Grain Corporation.

Barley Movement in May.

Receipts and shipments of barley at the various markets during May, compared with May, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	.....	563,752	.....	424,847
Chicago	806,000	2,084,000	190,000	1,626,000
Cincinnati	26,000	27,500	.....	.....
Duluth	152,009	289,136	94,362	710,863
Galveston	.....	.....	.....	383,333
Milwaukee	711,005	1,910,690	229,675	809,365
Minneapolis	766,600	.....	771,780	.....
New Orleans	.....	.....	290,676	219,835
New York	114,800	.....	86,000	.....
Philadelphia	10,027	10,670	.....	411,130
St. Louis	17,600	92,800	4,870	36,910
San Francisco	230,880	2,005,452	.....	.....
Toledo	2,400	12,600	.....	12,940
Wichita	20,000	.....	20,000	.....
Winnipeg	479,250	716,850	.....	.....

Rye Movement in May.

Receipts and shipments of rye at the various markets during May, compared with May, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	2,926,160	1,830,023	3,274,394	2,415,782
Chicago	515,000	396,000	971,000	250,000
Cincinnati	84,000	11,000	9,600	9,900
Duluth	1,885,986	2,398,944	3,909,057	3,744,358
Galveston	.....	.....	341,428	.....
Indianapolis	72,800	13,750	20,800	.....
Milwaukee	481,850	191,700	380,622	49,050
Minneapolis	369,890	.....	1,373,030	.....
New Orleans	.....	.....	110,000	.....
New York	1,707,000	.....	937,000	.....
Philadelphia	382,246	2,524,410	380,273	2,709,875
St. Louis	17,881	23,741	1,780	9,565
Toledo	180,000	18,600	72,510	2,600
Wichita	3,000	.....	3,000	.....
Winnipeg	54,050	41,800	.....	.....

OHIO.

Liberty Center, O., June 2.—Farmers will be too busy to haul grain for another week. Cars are scarce and hard to get.—C. S. Garster, mgr. Liberty Center Grain & Stock Co.

Wellington, O., May 27.—Very little wheat in the farmers hands in this locality. The hay now on the farms will be put on the market as soon as planting is done.—Wellington Flour Mills Co.

OKLAHOMA.

Capron, Okla., May 28.—Only about 5% of the old crop is still on the farms.—Farmers Grain & Coal Co.

Okarche, Okla., May 28.—Elevators still have considerable old wheat on hand.—Oscar Dow, mgr. Farmers Co-op. Assn.

Dewey, Okla., June 6.—Still some wheat in the farmers' hands in this locality.—George Brown, mgr., Dewey Mill & Grain Co.

Meno, Okla., June 4.—We have not been able to move all the wheat from here because of the car shortage.—Farmers Elevator Co.

Dacoma, Okla., May 27.—Approximately 20 cars of old wheat is still in the farmers hands.—E. W. Glasgow, Farmers Mill & Elevator Co.

Arapaho, Okla., May 29.—Very little corn left in farmers hands. Some kafir, maize and wheat would be sold at present prices but our elevator is full and no cars are to be had. With these conditions things look bad for the movement of our new crop.—W. M. Black & Co.

TENNESSEE.

Chattanooga, Tenn., June 1.—White wheat is coming in from Idaho and from St. Louis. Corn is still coming in on the river.—C. E. Server, chief inspector, Chattanooga Hay & Grain Exchange.

CEREAL RUST OF SMALL GRAINS is the subject of investigation reported by I. E. Melhus and L. W. Durrell in a 1919 Iowa Experiment Station Circular, No. 62. The authors describe the stem and leaf rusts of cereals, particular attention being given to the black stem rust of wheat and the crown rust of oats. The relation of these two species to their hosts is also described. The control of these rusts consists in the growing of varieties that mature before the rust becomes markedly prevalent and destructive, the development of resistant varieties of grain, and the destruction of the alternate host, the common barberry. The leaf rust of wheat, the leaf rust of rye and the dwarf leaf rust of barley are also discussed.

Wheat Movement in May.

Receipts and shipments of wheat at the various markets during May, compared with May, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	2,091,936	2,055,634	980,489	2,686,477
Chicago	1,356,000	1,727,000	4,810,000	7,760,000
Cincinnati	178,800	64,500	154,800	40,850
Duluth	2,888,440	1,062,475	3,198,374	11,113,606
Galveston	.....	.....	1,170,458	319,600
Indianapolis	140,400	142,500	138,700	2,500
Milwaukee	264,750	261,300	387,35	2,398,869
Minneapolis	6,244,810	.....	3,841,840	.....
New Orleans	.....	.....	798,975	113,348
New York	1,452,000	.....	1,307,000	.....
Philadelphia	2,556,917	2,954,378	1,187,151	3,929,670
St. Louis	1,798,606	2,376,709	1,606,740	2,422,380
San Francisco	103,396	234,984	.....	.....
Toledo	201,970	246,000	149,750	197,550
Wichita	976,840	243,600	487,000	26,000
Winnipeg	4,582,725	4,875,000	.....	.....

Corn Movement in May.

Receipts and shipments of corn at the various markets during May, compared with May, 1919, were as follows:

	Receipts		Shipments	
	1920	1919	1920	1919
Baltimore	206,784	728,105	10,693	159,391
Chicago	3,139,000	3,334,000	1,205,000	2,964,000
Cincinnati	424,800	140,800	261,600	154,000
Indianapolis	1,204,000	607,500	828,800	611,250
Milwaukee	588,565	385,030	656,710	70,480
Minneapolis	387,270	.....	309,210	.....
New Orleans	.....	.....	113,348	95,700
New York	46,500	.....	5,000	.....
Philadelphia	78,103	114,205	.....	53,767
St. Louis	1,754,350	910,225	833,110	926,230
San Francisco	58,804	61,939	.....	.....
Toledo	135,000	72,650	80,385	48,780
Wichita	39,000	396,000	32,000	16,000

Federal Control Relaxed.

Following a proclamation by the President relaxing all administration control over cereals, Julius H. Barnes, Wheat Director, on May 27 issued the following bulletin:

"We desire to inform all licensees that by Proclamation of the President of May 25th, 1920, there is terminated all licenses affecting wheat and wheat products and cereals and cereal products, effective June 1st, 1920, whether issued under the license authority of the Wheat Guaranty Act of March 4th, 1919, or under the original Food Administration Act of Aug. 10th, 1917. This is formal advice that requirements under that license authority for regular and special reports and other license regulations are terminated as of June 1st."

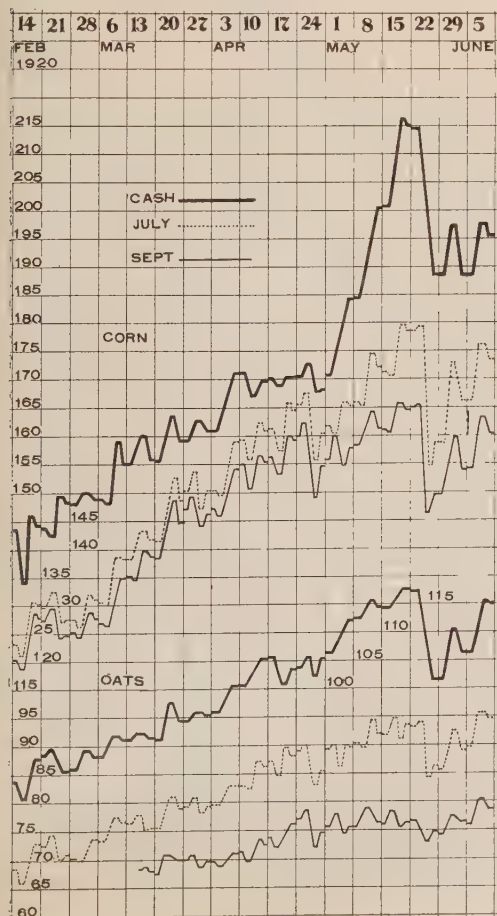
By a "pocket veto" the President killed the resolutions repealing war-time legislation. Therefore the Lever Food Control Act remains in effect. The House on June 3 had passed the Volstead resolution by a vote of 323 to 3, to repeal all but the food control act.

The position of grain dealers under the Lever Act is doubtful; as its constitutionality is questioned because it expressly permits farmers and other agriculturists to conspire to do acts forbidden other classes of citizens. Federal Judge A. B. Anderson at Indianapolis, May 26, so stated in the miners' case holding sections 4 and 26 of the Act void.

THE BRITISH EXPORT EMBARGO on rice and rice flour has been removed, according to advices received from Consul Skinner, London.

Cash Corn and Oats Fluctuations from Dec. 29 to June 5.

Opening, high, low and closing average prices of No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day a few cents above or below the extreme charted. The June and September futures are shown by dotted and light lines for comparison.



Oral Contract Governed by Trade Ass'n Rules.

W. B. Johnston, of Enid, Okla., on April 20, 1920, was given a judgment in his favor by the Supreme Court of Oklahoma in the suit brot by the Lonsdale Grain Co., of Kansas City, Mo., to recover on an oral contract for the sale of 5,000 bus. of No. 2 wheat at 87½ cents per bushel, made July 24, 1917.

The wheat was to have been delivered during the period between August 10 and 31, 1917. During this period, however, the railroad company had declared an embargo upon wheat shipments, and Johnston was thereby prevented from making delivery within the prescribed period; that is, of wheat purchased within the period.

It appears, however, that Johnston started some other shipments in transit to New Orleans, prior to the embargo and prior to Aug. 10, which shipments he offered to turn to the Lonsdale Co., upon his contract or in fulfillment thereof, but which the Lonsdale Co. declined to receive, because the wheat had been purchased and shipments placed in transit prior to August 10th.

After the expiration of the period mentioned in the contract, that is, after August 31st, the Lonsdale Co. offered to extend the time for the completion of the contract. Johnston refused to accept the extension and refused to make any further shipments, claiming that the Lonsdale Co. had breached the contract during the period between Aug. 10 and 31, by refusing to accept the aforesaid shipments which he had tendered them and by notifying him that they were overloaded with wheat, that they wanted no more wheat, and that they would not honor his drafts for any further shipments.

So on Sept. 22 the Lonsdale Grain Co. went upon the market and bought a quantity of wheat, for which they paid at that time \$1.12½ per bushel, the embargo having been removed and the price of wheat having advanced in the meantime, and charged Johnston with the difference between 87½ cents per bushel and \$1.12½ on 5,000 bushels. This Johnston refused to pay, and the Lonsdale Grain Co. brought suit to recover.

Plaintiff claimed that the contract was made subject to the rules of the Kansas City Board of Trade, while defendant alleged that the contract was made subject to the rules of the Oklahoma Grain Dealers Ass'n, for the reason it was made at Enid by J. R. Bailey, Lonsdale's broker in Johnston's office.

The Court said: But as we view the case the difference between the rules of the Kansas City Board of Trade and those of the Oklahoma Grain Dealers' Ass'n are not essential to a decision in this case, for it is observed that neither the written contract nor the verbal agreement between Bailey and Johnston specified that grain started in transit to New Orleans prior to Aug. 10 would not be accepted, if the delivery was tendered after Aug. 10; therefore when the embargo was placed upon wheat shipments, and Johnston being unable to get cars for the new shipment after Aug. 10, and therefore tendered shipments started in transit prior to Aug. 10, but to be delivered in New Orleans after Aug. 10, and the Lonsdale Co. refused to accept such shipments and notified Johnston that they were overloaded with wheat and wanted no more shipments and would not honor his draft, then, under such circumstances, Johnston was justified in assuming that the Lonsdale Grain Co. had chosen to rescind the contract and had breached and rescinded the same. This being true, he should not have been required to go upon the market and pay the extra price, the difference between 87½ cents and \$1.12½, when the Lonsdale Co. had refused to accept the same grade of wheat within the period of the contract, simply because it had been purchased by Johnston and started in transit to New Orleans a few days prior to Aug. 10.

As we view the circumstances, if some other dealer had purchased this same wheat and started it in transit prior to Aug. 10, Johnston would have had a perfect right to purchase such shipment after Aug. 10 and tender the delivery thereof after the 10th in fulfillment of his contract.

So upon the whole we are unable to see where any injustice was done by the verdict; to be frank, we believe it to be a correct verdict.

It is our conclusion that, under the facts in the case and the instructions of the court, the verdict of the jury was correct. The judgment is therefore affirmed.—189 Pac. Rep. 359.

Coming Conventions.

June 17, 18. American Feed Manufacturers Ass'n at Chicago, Ill.

June 22, 23, 24. American Seed Trade Ass'n at Milwaukee.

June 21—Wholesale Grass Seed Dealers Ass'n at Milwaukee, Wis.

June 22, 23, 24, 25, Grain Men's Union, Grand Forks, N. D.

June 29.—Indiana Grain Dealers' Ass'n at Indianapolis, Ind.

June 30 and July 1.—Ohio Grain Dealers Ass'n at Cedar Point, O.

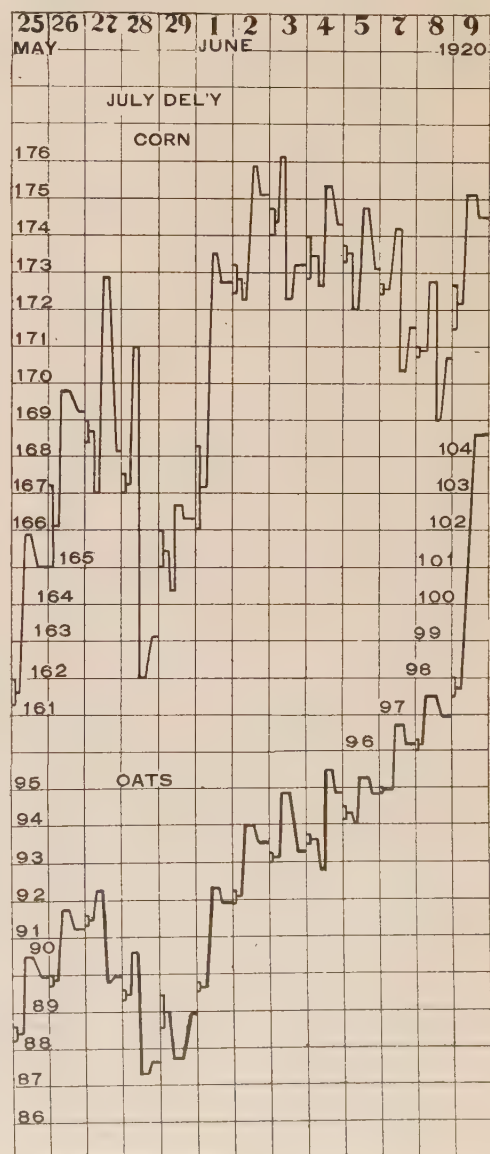
July 7, 8, 9. Tri-State Country Grain Shippers Ass'n at Minneapolis, Minn.

July 13, 14, 15. National Hay Ass'n at Cincinnati, O.

Oct. 11, 12 and 13. Grain Dealers National Ass'n at Minneapolis, Minn.

Chicago Futures

Opening, high, low and close on corn and oats for the July delivery at Chicago for two weeks past are given on the chart herewith.



Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

CANADA.

Prince Albert, Sask., May 27.—Wheat seeding is nearly completed in Northern Saskatchewan. There has been a considerable increase in the oats and barley acreage this year. Some of the first wheat sown is up 6 inches. The late seeding has been counteracted by the ideal weather and the excellent soil conditions.—S. W. W.

COLORADO.

Julesburg, Colo., June 5.—Wheat prospects good at the present time.—L. E. Wise, mgr., Julesburg Co-op. Grain Co.

Sedgwick, Colo., June 1.—Crops are looking fine for this time of the year.—F. Seick, mgr., Sedgwick Farmers Co-op. Co.

Fort Collins, Colo., May 29.—The dry, windy spring injured the spring and winter wheat in Colorado to some extent. The heavy snows of April which covered the state the most of the month gave water to recover the loss to winter wheat and also put the land in most excellent shape for the spring crops.—Alvin Kezer, agronomist, Colorado Agri. College.

Denver, Colo., May 28.—Denver grain dealers are very optimistic over the condition and outlook for the present crop. While the season was somewhat late our winter and spring wheat thruout the state is coming thru in fine shape. Present indications point to a good crop; in fact the prospects are better than last year. We have had plenty of moisture this spring.—Fred W. Elder Grain Co.

ILLINOIS.

Kankakee, Ill., June 1.—Corn is 10 days late on account of the wet spring. Oats have a poor stand.—R. H. Tanner.

Arthur, Ill., May 27.—Corn is being planted rapidly this week end. With favorable weather all planting should be finished by June 5.—F. C. Phillips.

Bloomington, Ill., June 5.—Oats are doing well, but are very late. Do not look for a large crop. There is still some corn to plant here, while some are beginning to cultivate for the first time.—H. Samples, mgr., Yuton Grain Co.

Springfield, Ill., June 2.—Weather has been ideal for agriculture. Plowing for, and planting corn made good progress generally. Planting is largely completed in the northern counties, but there is considerable to do in the central and south. The progress and condition of this crop are good in the northern and central parts, but vary in the southern. Winter wheat made good progress and is in fair to good condition. It is heading in the south. Spring wheat is doing nicely. Oats are making splendid growth, with a fair to good stand. Meadows and pastures are in good condition generally, and in many places they are rated as excellent. Alfalfa cutting has begun in the south.—Clarence J. Root, meteorologist U. S. Dept. of Agri.

Chicago, Ill., June 3.—Northwest spring wheat acreage reduced considerably because of labor shortage, late season and poor seed. In the fringe of states south of the big spring belt, where spring wheat was stimulated by war needs, and a large acreage planted for two years, the seeding this year averages less than half, the failure of this crop last season being the chief deterrent. Total acreage of the important crops this year as now indicated is 236,213,000, which is 21,735,000, or 8 per cent under last year. The loss in wheat and rye acreage is 22,017,000 and 1,025,000 in cotton. The coarse grains show an increase of 1,307,000. The total acreage is back to the pre-war area of 1914. Conditions were generally favorable for the growth of winter wheat over the principal part of the belt. Hessian fly infested area the condition barely changed. Average condition reported by our correspondents was 81.6, being 3.3 above condition last month and 2.5 above the government. Conditions indicate a crop promise of 526,888,000 bus. Spring wheat acreage as reported is 18,928,000, or 19

per cent below the harvested area of last season. The condition as usual at this time is high at 92.5. The condition and acreage on the government par values for this period indicates a crop of 278,449,000 bus. Last year the promise was 343,000,000 and the harvest 209,000,000 bus.—P. S. Goodman, Clement, Curtis & Co.

INDIANA.

Carlisle, Ind., June 4.—Condition of the growing wheat shows some improvement over a month ago.—Carlisle Grain Co.

Rensselaer, Ind.—Out of thirty-three fields of wheat recently inspected by County Agents and local grain men, it was found that only four would make a fair crop. The others were badly infested with Hessian fly. Corn is in excellent condition. Oats are making great improvement, though late.—H. H. Potter, mgr., Farmers Elevtr. Co.

IOWA.

Webster City, Ia., June 5.—Corn plowing going on every day. Corn looks good, but is a little late. Oats and grass look good.—H. D. Blue, mgr., Farmers Grain Co.

Sergeant Bluff, Ia., June 1.—Very small wheat acreage compared with last year. Corn was late getting into the ground. Both corn and oats look fine.—Sergeant Bluff Farmers Elevator Co.

Wiota, Ia., June 1.—About 95% of the corn has been planted. Cultivation general in a few days, with a larger acreage than common. Small grains are looking good.—Rothschild Grain Co.

Corwith, Ia., May 28.—Crop outlook is good in this locality. Oats are doing fine, corn is all planted and a good deal is up. The farmers have started their plowing.—Carl Krueger, mgr., Corwith Co-op. Grain Co.

Des Moines, Ia., June 8.—Weather has been too cool for best corn growth. Most corn has been cultivated once. Winter wheat has made good progress. Oats have also improved but have a poor color because of soil condition.—Charles Reed, Meteorologist, U. S. Dept. of Agri.

KANSAS.

Almena, Kan., May 31.—Crops were never better.—M. S. Meller.

Fellsburg, Kan., June 1.—Wheat in this section is heading. Acreage is about 75% of last years.—G. H. Ott.

Fairview, Kan., June 8.—Wheat acreage is 25% less than last year, but the quality is good.—B. W. Marker.

Palco, Kan., May 29.—A good crop in this locality. Wheat acreage is about 20% above normal.—E. M. Stull.

Belleville, Kan., May 28.—Wheat acreage 50% of last year. Prospects bright for a good crop of wheat.—S. D. Smith.

Raymond, Kan., May 27.—Outlook is bright for a good crop of wheat. Acreage is about 80% normal.—T. J. O'Neill.

Carbondale, Kan., May 27.—Wheat acreage in this locality is 25% less than last year. Prospects indicate a good quality for the new crop.—S. S.

Severance, Kan., June 6.—Prospects for wheat are good. Corn is a little backward. Wheat acreage will be 80% of last year.—E. P. Lowe.

Prairie View, Kan., May 27.—Wheat acreage 100% of five year average; condition 100%. Corn acreage will be up to average.—Bert Finch.

Andale, Kan., May 28.—Wheat acreage 40% of last year; condition 75%. Oats acreage 125% of last year; condition 90%.—J. P. Summerhauser.

Hewins, Kan., June 1.—Wheat acreage is 75% of normal with the condition good. Corn acreage is about 25% above last year's crop.—M. H. Taylor Grain Co.

Axtell, Kan., June 7.—Wheat and oats are looking good, but corn is slow this year and there has been considerable replanting.—E. F. Anderson, Farmers Union.

Emporia, Kan., June 1.—Prospects are for an excellent crop of wheat this year, altho the acreage is somewhat below that of last year.—Emporia Elevator & Feeding Co.

Caldwell, Kan., June 1.—Wheat will be an average crop if nothing happens from now on. It is a little thin, but is filling out well.—D. F. Mossman, secy., Farmers Co-op. Co.

Caldwell (R. F. D.), Kan., May 27.—Wheat acreage 75% of last year; condition 75%. Oats acreage 125%; condition 100%. Corn acreage increased, but not large.—T. C. Moore.

Falun, Kan., June 1.—Wheat prospects are perfect so far. Oats are fine. Corn is doing well, tho late. I do not know of any damage caused by this morning's hail.—Gus A. Forsse.

Silver Lake, Kan., June 7.—Corn is backward in this section and is about two weeks late. Cut worms have caused considerable damage. Other crops are good.—Geo. B. Harper.

Plains, Kan., May 28.—Our wheat prospect has improved and now it appears the yield will run from 5 to 8 bushels on about 75% of the acreage sown last fall. This will give us more wheat than last year.—R. C. Moore, Reno Grain Co.

Hugoton, Kan., June 4.—Kafir and milo are up and doing fine. Wheat will average 15 to 20 bushels to the acre. Have had plenty of rain to make crop. Farmers are beginning to poison grasshoppers. As yet they have caused no damage, but with warm weather they will hurt the young crop.—D. H. Knapp, mgr., Hugoton Co-op. Exchange.

Hutchinson, Kan., May 26.—I have just returned from a two weeks' trip thru Rush, Barton, Scott, Thomas and Gove counties in the western part of the state. I never saw prettier wheat growing in Kansas. There is plenty of moisture and the weather is ideal. From present prospects our wheat crop will be the best ever.—J. B. McClure, McClure Grain Co.

MICHIGAN.

Lansing, Mich., June 9.—The lowest condition of any of the small grains in Michigan is only one per cent below the ten-year average. Acreages of all spring crops are below normal, due to the decreased rural population. Rain-fall during May was very light and crops will suffer unless there is rain soon. State average for winter wheat is 77; compared with 80 per cent last month, and 77 per cent the ten-year average. Lowest condition in southwestern and south-central counties on account of Hessian fly and much winter-killing. Excellent condition elsewhere except in north-eastern counties of lower peninsula. Estimated acreage of spring wheat only one-half that of last year, and total production placed at 666,000 bus. Condition is 87 per cent. Oats acreage exceeds expectations, estimated at 98 per cent last year. Condition 87 per cent. Crop indicated is 48,434,000 bus. Barley acreage shows sharp decline to 258,000. Condition is 90 per cent. Estimated production is 6,618,000 bus. Rye condition is 86 per cent, and estimated production is 11,773,000 bus.—Mich. Crop Reporting Service.

MINNESOTA.

Brooks, Minn., May 28.—All spring grain in this locality looks fine.—C. D. Hall Grain Co.

Minneapolis, Minn., June 2.—Crop conditions in the northwest have improved. Crops are all late. When crops have a late start they are more readily affected by the hot July winds. With favorable weather and no unusual conditions we have prospects for good crops. During the week eastern Montana has suffered to some extent by high winds. We also have reports of cut worms working in a few localities.—Van Dusen Harrington Co.

MISSOURI.

Barnard, Mo., June 8.—Wheat is beginning to head out and looks fine.—J. R. Hubbell, Farmers Co-op. Elevtr. Co.

Memphis, Mo., May 28.—Corn planting very much delayed by the wet weather. Oats went in late and are one month behind.—A. G. Craig.

Fairfax, Mo., June 8.—Corn is backward this year and not as high as it should be. Nevertheless, the corn still has a good chance for a large crop.—E. L. McNeal.

Marysville, Mo., June 7.—Quality of wheat crop is good, but the acreage has been reduced 33% from last year. Corn is being troubled by cut worms.—J. R. Cook.

Sheridan, Mo., June 7.—Corn acreage is larger this year than last, but the wheat acreage has been reduced almost 50%. The quality of the wheat will be good.—C. J. Grace.

Easton, Mo., June 8.—The sentiment here is mixed as to the outlook for the wheat crop. I believe an average crop will show. The berry is good, there is not an overgrowth of straw and the quality promises to be excellent.—J. M. Powell, Easton Elevator Co.

Conception Jct., Mo., June 7.—Wheat prospects not as good as last year, with a decreased acreage. Farmers are thru corn planting and the prospect is for a fair crop.—McManus.

NEBRASKA.

Trenton, Neb., May 28.—Wheat acreage 100% of last year; condition 90%.—E. T. Blue, mgr.

Imperial, Neb., June 5.—Crops are looking good.—P. J. Fitzgerald, of Krotter & Fitzgerald.

Chester, Neb., May 28.—Condition of the crops in this locality is good. Acreage is about 80% of 1919.—J. G. Cramer.

Nora, Neb., June 1.—Growing small grain is looking fine. Much of the corn will have to be replanted, owing to bad germination and some damage from worms.—F. J. Stanley, mgr. Farmers Union Ass'n.

Greeley, Neb., May 28.—Crop conditions are good. Wheat acreage is 40% less than last year. Barley acreage has increased 25% and corn acreage 20%.—Bart H. Cronin, mgr., Farmers Co-op. Elevator.

Friend, Neb., June 5.—Wheat looks good in this community and some is starting to head. Corn planting has been delayed because of the wet weather and some will have to be replanted.—G. E. Stepanek, mgr., Acme Mill & Elevator Co.

OHIO.

New Paris, O., May 31.—Wheat is looking better every day.—J. W. Noakes.

Liberty Center, O., June 2.—Farmers are very busy planting corn. Everything is growing fine. Weather has been ideal. Wheat that was left in the ground and the oats have been making splendid growth.—C. S. Garster, mgr. Liberty Center Grain & Stock Co.

Wellington, O., May 27.—Wheat condition greatly improved within the past 30 days. Look for an average crop unless we suffer much fly damage before harvest. Oat seeding has been late in this locality, but the growing crop looks splendid. Corn is being planted now. Acreage will be as usual.—Wellington Flour Mills Co.

OKLAHOMA.

Sentinel, Okla., May 31.—Harvest is only about 2 weeks off. We will have a big crop if nothing spoils it.—W. E. Titus.

Capron, Okla., May 28.—Wheat acreage will be about the same as last year in this section. Quality will be good.—Farmers Grain & Coal Co.

Dacoma, Okla., May 27.—Wheat condition is excellent. Acreage will be 90% of last year.—E. W. Glasgow, Farmers Mill & Elevator Co.

Okarche, Okla., May 28.—Wheat looks very good. Harvest will probably begin about June 12th.—Oscar Dow, mgr. Farmers Co-op. Ass'n.

Gage, Okla., May 29.—Wheat looks fair to good with about 60% of the normal acreage. Kafir acreage will be larger than last year. We will have good crop with sufficient moisture.—J. R. Barry, Farmers Co-op. Ass'n.

Sentinel, Okla., May 24.—This is a wheat country and the prospect for a good yield is assured even if we do not have any more rain. Farmers in this locality are all prosperous and most of them have money in the banks.—W. E. Titus.

Arapaho, Okla., May 29.—Small grains are looking fine. Wheat, rye and barley are all headed out. With favorable weather we should have a full crop. Corn, kafir and maize are all up and conditions are all for a good crop. Alfalfa is now ready to cut.—W. M. Black & Co.

SOUTH DAKOTA.

Aberdeen, S. D., June 7.—Have had considerable rain of late. Crop conditions were never better. Season is about 2 weeks late. Wheat acreage will be decreased 15% this year, while acreage of other grains will be increased 8%.—Trask Grain Co.

TENNESSEE.

Chattanooga, Tenn., June 1.—Very little wheat is in the ground on account of the rain. Wheat crop is short.—C. E. Server, Chief Inspector, Chattanooga Hay & Grain Exchange.

TEXAS.

Plano, Tex., May 28.—Wheat is 20% normal, oats 50% and corn 75%.—Stark Grain & Elevator Co.

Pittsburgh, Tex.—Grain crop is short and crops are all late because of so much rain.—Hess & Hill.

WASHINGTON.

Palouse, Wash., May 26.—Crop condition is good at this time with a large spring acreage.—Farmers Union Warehouse Co.

WISCONSIN.

West Bend, Wis., June 5.—Our crops are doing well under conditions. All grain seeded late and for this reason looks poor. Pasture and hay is short and farmers are planting more corn in its stead.—Pick Bros. Co.

Officers Texas Grain Dealers Ass'n 1920-21.



Standing: Douglas W. King, San Antonio; L. G. Belew, Pilot Point; Allan Early, Amarillo; 1st Vice Pres., Jno. E. Bishop, Houston; 2nd Vice Pres., R. I. Merrill, Ft. Worth; Seated: Secy. H. B. Dorsey, Ft. Worth; Pres., Ben. E. Clement, Waco.

Government Crop Report.

Washington, D. C., June 8.—The crop reporting board of the Bureau of Crop Estimates makes the following estimate of the acreage and condition of crops in the United States, June 1:

Crop	*Acres	Condition		
		June 1, 1920	1920	1919
Winter wheat.....	34,165	78.2	504	732
Spring wheat.....	19,487	89.1	277	209
All wheat.....	53,652	81.7	781	941
Oats.....	41,032	87.8	1,315	1,248
Barley.....	7,437	87.6	185	166
Rye.....	5,470	84.4	80	88.5
Hay, all.....	71,752	88.9	112	109

*000 omitted. †millions of bushels. ‡tons.

WINTER WHEAT.

State.	1920	Pct. av. p.	Forecast		Dec. estimate	5-yr. ave.
			June 1, 1920	June 1, 1920		
N. Y.	90	87	9,742	10,428	8,681	1914-18
Pa.	83	88	26,220	28,665	24,824	
Md.	84	88	11,227	10,665	11,330	
Va.	79	89	10,470	12,508	14,342	
N. C.	87	87	7,306	7,225	8,235	
Ohio	66	82	28,417	53,480	36,539	
Ind.	61	78	21,009	45,792	38,183	
Ill.	64	75	27,752	57,800	40,345	
Mich.	77	78	14,518	19,285	15,253	
Ia.	83	84	8,765	16,530	8,594	
Mo.	70	77	29,585	57,699	35,161	
Neb.	88	82	50,090	54,997	17,246	
Kan.	83	76	109,000	150,722	105,371	
Ky.	65	83	5,825	12,029	10,316	
Tenn.	69	84	3,803	7,290	8,035	
Tex.	80	80	13,334	31,350	15,608	
Okla.	83	75	33,904	52,640	36,994	
Mont.	65	86	4,948	3,016	12,419	
Colo.	87	86	14,232	11,917	8,090	
Utah	97	90	2,875	1,722	4,319	
Ida.	90	93	7,227	6,105	8,378	
Wash.	78	91	16,339	19,800	20,795	
Ore.	90	94	16,657	16,010	12,449	
Cal.	66	80	9,092	16,335	6,891	
U. S.	78.2	82.0	503,996	731,636	563,498	

*In thousands—i. e., 000 omitted.

SPRING WHEAT.

State.	1920	Pct. av. p.	Forecast		Dec. estimate	1919
			June 1, 1920	June 1, 1920		
Minn.	3,358	93	94	51,629	36,735	
N. D.	6,915	85	92	73,472	53,613	
S. D.	2,956	93	96	36,288	29,200	
Mont.	1,280	85	92	23,392	7,713	
Wash.	1,508	88	93	26,541	20,300	
U. S.	19,487	89.1	93.3	276,547	209,351	

OATS.

N. Y.	1,195	90	89	39,794	29,580
Pa.	1,153	88	90	37,136	26,859
Ohio	1,517	82	86	52,245	51,858
Ind.	1,862	84	88	60,999	60,225
Ill.	3,815	84	88	137,798	123,060
Mich.	1,446	87	88	48,434	36,875
Wis.	2,409	93	94	92,976	78,123
Minn.	3,220	93	94	112,298	90,160
Ia.	5,500	92	96	202,400	196,182
Mo.	1,417	86	84	38,996	38,259
N. D.	2,472	86	92	59,526	38,400
S. D.	1,850	92	95	57,868	53,650
Neb.	2,133	93	93	66,454	69,962
Kan.	1,779	89	81	52,249	44,229
Tex.	1,575	63	81	36,713	94,500
Okla.	1,425	85	75	38,155	49,500
Mont.	539	85	92	19,242	6,120
U. S.	41,032	87.8	89.9	1,315,476	1,248,310

BARLEY.

Wis.	522	92	93	15,848	13,568
Minn.	374	93	93	21,946	18,200
Ia.	284	92	95	8,100	8,032
N. D.	1,313	85	91	24,553	14,950
S. D.	892	93	94	21,983	19,250
Kan.	738	90	83	14,612	16,200
Colo.	190	96	92	6,019	3,900
Idaho	108	95	96	3,899	3,360
Wash.	127	91	94	4,623	4,140
Ore.	80	91	94	2,621	1,886
Cal.	1,070	75	82	27,285	30,000
U. S.	7,437	87.6	90.6	185,108	165,719

RYE.

Ind.	342	85	88	5,000	5,320
Mich.	310	86	88	11,773	13,500
Wis.	478	89	90	8,338	8,295
Minn.	480	83	89	8,287	7,830
N. D.	944	70	88	9,912	15,560
S. D.	425	83	92	6,632	6,500
Neb.	363	95	92	5,862	6,650
U. S.	5,470	84.4	89.2	80,006	88,478

*000 omitted.

Traveling Grain Solicitors

[From an Address by James N. Russell before the Kansas Grain Dealers' Association.]

I think all grain exchanges should have rules and regulations governing employment of solicitors under which they act. Chicago, Duluth, Minneapolis and Kansas City now have strict rules, covering applications for traveling men, and in order that you may know how some of the leading exchanges look upon this subject, allow me to quote from letters I have recently received from officials of larger Boards of Trade:

Mr. L. F. Gates, President Chicago Board of Trade, writes:

"I am thoroly in sympathy with the regulation of solicitors as in force here. I think that solicitors should be as carefully looked over as are applicants for membership in the Ass'n, for they are the grain trade so far as the impressions made upon the public are concerned, and none but high class men should be permitted to represent members of this institution during these days when the grain trade is so much subject to misrepresentation. Unless a solicitor is enthusiastic about exchange methods of handling grain and equipped mentally to defend his institution and the grain trade against attacks and misrepresentations, our whole position is weakened.

"What we need is men who thoroly understand the services rendered by the exchanges and who will be in a position to explain their workings to those with whom they come in contact. In other words, they should be educators as well as solicitors. The best way to boost our own individual business is to boost the institution and the whole system of grain handling which has been developed during the last seventy years."

Here is the way Mr. John G. McHugh, Secretary Minneapolis Chamber of Commerce, expresses his opinion:

"It is our opinion that the licensing of traveling representatives has materially elevated the standard of commercial ethics of these individuals, and has eliminated almost entirely the tendency on the part of traveling representatives to make statements reflecting upon competitors or those engaged in other lines of business. The Duluth Board of Trade has similar regulations, and both organizations believe that the traveling solicitors in the country are conducting themselves on a much higher plane than was the case some years ago, and therefore creating a more favorable impression regarding the organizations which they represent."

The Duluth Board of Trade is the most exacting with its requirements. Mr. Chas. A. Macdonald, its Secretary, says:

"It has been the theory of the Board that the traveling solicitor should be as much under the control and discipline of the exchange as a member, insofar as his actions in the country in connection with the grain business are concerned, and it is our view that they are regarded as representatives of the exchange. We feel that these solicitors should be acquainted with the general workings of exchanges and with the manner in which business is done upon them.

"We have, therefore, required of every solicitor that before he shall receive a license he appear before the membership committee and undergo an examination for the purpose of disclosing his knowledge and of correcting him and educating him where necessary. We have never approved for license a solicitor without his first having visited one of our terminal elevators and witnessed it in operation and particularly to observe the manner in which the handling and weighing of cars is supervised.

"In the Northwest nearly all firms are represented both at Duluth and Minneapolis and when a solicitor applies at Duluth, we accept the certificate of the Minneapolis Chamber of Commerce, in lieu of an appearance at Duluth. It is our understanding that Minneapolis gives practically the same examination that we do.

"It is my opinion, based on experience in connection with this system that it has been a great benefit not only to the trade and to the exchange as an organization, but to the traveling solicitors themselves. When it was first inaugurated and they were called in for examination, many of them were inclined to make light of it and consider it as a notion on the part of the Board, but every one of them acknowledged after the examination was completed that it was a splendid thing and should have been inaugurated long before.

"In the Northwest especially there has been violent agitation against the grain exchanges and against elevators when shortages occurred and we have found many of these traveling solicitors that we brought in from the country utterly unable to explain to the country shipper how his grain was handled in the terminal elevators and he was therefore unable to defend

the terminal market to the country shipper, who thought he had a grievance."

It's regretted that the St. Louis Merchants Exchange has not awakened as yet to the importance of carefully selecting their representatives in the country. Mr. Eugene Smith, Secretary of the Exchange, wrote me as follows:

"We have no Rule of our Exchange governing same but the question of a Rule regarding traveling solicitors, similar to that now in force at the Chicago Board of Trade, is now before our Rules Committee. However, there seems to be some objection on the part of our members to the adoption of such a rule."

The Kansas City Board of Trade is in entire sympathy with most of these methods, and I wish to quote here, part of the rule of our own exchange on this subject:

"The employment by members of this Association of all persons soliciting orders for the purchase or sale of property for future delivery upon this Exchange, or soliciting the consignment of property to this market for the purpose of sale or for disposition in any manner of property dealt in upon this Exchange, shall be in accordance with regulations established and promulgated by the Board of Directors. Solicitors shall include all persons employed at a fixed salary and they shall give their entire time and services to but one employer and shall receive no other compensation whatsoever than the fixed salary which shall not be changed more frequently than once in six months.

"No individual, firm or corporation enjoying membership privileges in this Association shall employ any person as such solicitor or broker until such solicitor or broker shall have been approved by the Membership Committee, or continue such employment after having been directed by said Committee to terminate said employment. The Membership Committee shall have authority to cite a solicitor or broker to appear before it at any time upon reasonable notice."

You can see from these expressions that the leading markets are trying carefully to send out the right kind of men to call on you, and I believe any employer would be glad to hear if you find at any time that the solicitors are not trying to carry out, at least, the spirit of these regulations.

During many years in the grain consignment business I have signed many a check for expense to traveling men, and the idea always comes to me, when we give out our money for such purposes "Is our market and is my firm getting out of our traveling men the BEST OF RESULTS?"

Some firms look upon the average solicitor as a LUXURY and some infer that they are NECESSARY EVILS. But I differ from these views, if we refer to the right kind of a man that we should have in the country calling on you gentlemen, asking for your favors.

The grain business is of such standing and of such importance, and is so organized, that the men that we send out in the country to represent us should be men of the highest caliber, experienced, reliable, resourceful and WELL POSTED. They should be broad enough in their views first to represent the terminal market from which they travel; speak highly of that market; know that market; and they should be in position to acquaint you at once with the reasons for your shipping to that market.

The right kind of a man will represent his firm, and only his firm. He will always be found to be speaking favorably of his firm. You will find that he is well acquainted with all the members of his company and he will brag of the fact that he KNOWS WELL HIS BOSS. You will also find that he has the utmost confidence in what his organization does and he will be in a position to DEFEND his firm and his market at all times. If he does not like the house he travels for, how can he expect to convince you that it is the right one to tie to?

This opinion of a salesman comes in very apropos at this moment:

"The successful and respected salesman is first of all a man in every sense of the word—a man giving service to his firm, to his customers and to the community. True salesmanship is a keen desire to serve and not a deep anxiety to put something over—vision to see the future and to make business better."

A GRAIN SOLICITOR is decidedly different from most ROAD SALESMEN. A grain man's position is more difficult. What he has to sell he does not carry in a grip, nor in a catalog. He has no competitive bargains to offer you, no reduction in price, no commissions to allow you; no extra consideration from his firm that cannot be obtained in most cases from another up-to-date commission house. He has only his own PERSONALITY to sell you.

He must be PLEASING and CONVINCING, a good conversationalist; must not tire you; must not bore you; must know, however, the rules of his market; must have some idea of the members of the various firms of his market; must be considered some judge of grain; must be able to assist in giving you some assistance in your office—giving you the better points as to improved bookkeeping, etc., and be posted on general grain market conditions.

Unless he is this—AND MORE, he is not my idea of a "ROAD MAN" and he's just taking up your good time and is in my opinion, spending money foolishly for his house.

The time has passed, in my opinion, when a grain house can send a young, inexperienced boy out and expect him to be taught the grain business from you fellows in the country. You have troubles enough of your own, without educating these inexperienced young men. The average shipper wants just the opposite and is entitled to it; that is, when our representatives call, he wants to be told something; he wants new ideas; he wants to be assisted in bettering his position; he wants market information; he wants certain rules of our Board of Trade properly interpreted—and more, he wants pleasant, interesting company. AM I RIGHT? SURE! I'M RIGHT!

I feel as tho I speak somewhat from experience on this subject, for only a few weeks ago I spent ten days in southwestern Kansas, with one of our traveling representatives, and during that time we called on perhaps fifty grain shipping firms. It's interesting to talk to the up-to-date grain shipper and obtain his version of what constitutes the right kind of a solicitor. I have spent considerable time calling on the trade in Kansas the past years, and I am basing my assertions on the observations I have made in meeting the trade in the country and also seeing many grain representatives call at country elevators.

ITALY HAS AGREED to furnish 20,000 tons of wheat to Austria, which will be returned from American supplies to Austria. This loan from Italy is expected to save the populace of Austria, especially of Vienna, from starvation.

GOVERNMENT CONTROL of the wheat crop in Canada has been urged for another year by the executive com'tee of the Canadian council of agriculture, a large farmers' organization. Unless the authority of the board is renewed at the present session of Parliament, it can not exercise control over the 1920 crop.

A CABLEGRAM from Consul General Robertson, Buenos Aires, dated May 28, states that the present exportable surplus of Argentine maize is abnormally large, being officially estimated at nearly 6,000,000 metric tons on May 14, representing old stock and also the new harvest, which is just commencing, in spite of the fact that 1,500,000 metric tons have already been exported to Europe during the first five months of the present year. There is an active demand for maize, which is selling around 110 paper pesos per metric ton, as against 63 pesos last January and 57 pesos as the highest price in 1919. Unless there is rampant speculation, it is hardly probable that prices will exceed the recent record figures of 120 pesos per ton.

The Value of Grain Futures

[From an Address by W. A. Chain before Kansas Grain Dealers' Association.]

"Grain Futures" from a Miller's Standpoint.

A discussion of this subject that will meet with the approval of those interested is not to be expected. There are almost as many different opinions concerning option trading among the millers as there are individuals engaged in the milling industry. Varying experiences and varying theories as to its advantages and disadvantages and as to methods of operation lead to widely diverse conclusions. It is possible only to express my personal opinions and to point out the facts as they have developed in my own experience to show what seem to me abuses that can and should be corrected in the handling of option trades in grain.

The elevator interests, or rather the members of the grain exchanges, who are vitally interested in the revenue derived from option trading, are reported to be anxious to resume trading along pre-war lines; that is, free and unrestricted trading in options. It is not surprising that these gentlemen wish to revive a business that is a source of considerable revenue. A few days ago I mentioned to one of the members of the Kansas City Grain Exchange, who is also engaged in the milling business, the fact that recent conferences had not resulted in any definite program for the resumption of option trading, and he remarked that he knew of no one who was anxious to resume trading in options or futures, except the members who derived revenue from such trades.

Expressions from a number of the millers during the past few weeks show that a very large majority of them oppose free and unrestricted trading in wheat futures at this time. They give as their reasons a fear that foreign buyers might come into our market and disturb price levels based strictly on supply and demand. It is a well known fact that the Japanese government bought heavily of cotton futures last fall, which operation was responsible for a sharp up-turn in prices, and at the up-turn the foreigners sold their holdings. This merely resulted in consumers in this country paying a handsome profit to the Japanese speculators.

Small traders lose. My personal investigations, going into details with firms that handle option trades on various exchanges, show that not more than ten per cent of the small traders in grain futures make a profit. The other ninety per cent lose, and the losses of each individual trading usually are much greater than the profits made in that operation. Is any other reason needed for objection to this method? Is it good economics to encourage a feature of business that results in a steady stream of losses for those who can ill afford to lose? We need to conserve our financial strength, not to dissipate it. Good judgment and calm reflection argue that there can be no logical reasons advanced why job-lot trading should be permitted on any grain exchange. A rule prohibiting trades in less than 5000 bushel lots would restrict trading to individuals outside of the class mentioned, and avoid much criticism to which trading has been subjected.

Hedging by millers. The wheat market, under normal conditions, does not fluctuate sufficiently to make it essential that the flour miller cover his sales within the day the contract is written. As flour contracts are entered into by the millers ordinarily when wheat is available in the territory from which he regularly draws his supplies, the sale can be covered by purchase of cash wheat to arrive, within a reasonable time, one to three days, after the flour sales are made. This, of course, does not apply if flour sales are made in May or June for shipment during the new crop months, but it has been my experience that millers, as a rule, do not buy grain options to cover flour sales made in May and June for delivery on the new crop. This, to be sure, is not the infallible rule, as every miller has his own methods of doing business. Many millers, in fact—and successful millers at that—do not practice the hedging of flour sales at any time, as they realize the hedge has a doubtful, if any, protective value.

Wheat delivered on an option contract is not of a milling quality, and even if a quality suitable for milling were delivered at terminal markets, the freight charges from the terminal market to the country milling point are such, in many cases, that it would not be practical to accept delivery. In some instances, if the country miller bases his flour price on the option, you well understand he cannot

resell to advantage the wheat that may be delivered on contract and purchase to cover in the country, as the wheat is not available in the country except at freight over the price f. o. b. terminal or shipping point.

Grain Shippers Dissatisfied with Exchange Rules.—Exchange rules and regulations are made entirely for exchange members. There is much dissatisfaction among the grain shippers with the Board of Trade rules on the various exchanges. This dissatisfaction is not unfounded. All, or nearly all, the new rules and regulations promulgated during recent years will be found to have been drawn with the idea of giving additional advantages and revenue to exchange members. This is a mistake and in the end will react to the disadvantage of the grain exchanges throughout the country.

We have reached a point in our progress in industrial affairs when the public is demanding that the individual or organization offer something more substantial than its unsupported statement that it is serving a useful purpose. The general trend in our industrial life for the past ten years has been toward increasing the number of consumers and decreasing the number of producers. We have reached the point where this must be reversed. We, of course, need the marketing organizations that have been built up in this country, but our greater need is for more production. Students of economics, business men, and indeed everyone who considers thoughtfully the position of America today, realizes that we cannot go on indefinitely with an increasing demand for foodstuffs and a lessened supply from the producing sections.

Too Many Commission Firms.—We are, as a people, overbuilding our distribution machinery. You will find on the Kansas City Grain Exchange, or any other grain exchange, several times as many concerns operating as are required to handle the volume of business that passes. You can follow this down to the small country towns and you will find several times as many grocery stores as are necessary to handle the volume of business. Even in the milling industry, it is estimated with fair accuracy, that all of the mills in the United States could not be operated more than fifty per cent of capacity, even if we allow for the handling of the usual amount of export business.

If the grain exchanges could be brought to realize that their part in the industry is to facilitate the marketing of actual commodities along the most economical lines, and that their endeavor should be to prevent rather than encourage speculation, the public would have a very different view of what a grain exchange means than it has today. I am not antagonistic to grain exchanges, but I do feel strongly that there is room for much improvement in the rules and regulations governing the operation of our grain exchanges in this country, both for the good of the miller and for the larger good of the public which we all serve.

Shipper Has Nothing to Say About Terminal Rules.—If the country grain dealer or the miller ships his commodity to a terminal market, this commodity is handled according to the rules and regulations of the exchange. The shipper has nothing to say about the contract. This condition has been brought about by the lack of organization on the part of the country shipper. There is no reason why the Kansas Grain Dealers Ass'n should not have just as much to say about the rules of marketing grain in Kansas City as has the Kansas City Board of Trade. As a matter of fact, the Kansas grain shipper is of much more importance to the Kansas City Board of Trade than the Board of Trade is to the grain shipper. I hope to see the time when the marketing rules and regulations will be formulated in conference by the shippers and receivers instead, as at present, by a half dozen members of the Kansas City Exchange.

The man who through the long autumn days prepares the soil and in summer's sun harvests and markets the grain, the miller and the grain dealer who serve as a connecting link between him and the consumer, are of vastly more importance than any grain exchange in the actual supplying of food to the world. These men are the primary source of commodities; the grain exchanges are secondary. In the hands of the shippers and receivers is the power to establish methods giving the largest service to the public and to themselves and which will tend to lift to a higher standard in the public's opinion the complicated and important business of marketing grain. If you do not take the initiative and accomplish this essential betterment, you are overlooking your opportunity.

Futures from a Grain Dealer's Standpoint.

[From an address by Paul J. Matthews before the Kansas Grain Dealers Ass'n.]

After the conference with Julius Barnes, it was the consensus of the gathering of grain men representing the millers, the bakers, the terminal elevators, country grain shippers, and the bankers that it is absolutely necessary to open the wheat future market just as soon as possible.

During May, we have seen fluctuations in wheat of thirty cents in a week. This was not caused by lack of cars, strikes, or embargoes, but by the fact that the three dollar and above price was based on an export demand, and hundreds of grain dealers acting on the market as they saw it, bought the farmers' wheat and the next day were told that the exporters had pulled out, and they were left to find a market elsewhere.

A wheat surplus nation, we have our normal surplus this year, and this year as in all others (when government control was not in effect) the price of our crop will be made by the price at which we can market our surplus. The government guarantee has prevented the foreigner from buying any cheap wheat here for three years, but this guarantee goes out with this month, and our new crop comes in. The European wheat crop comes in a little later than ours, and their recent purchases here and in Argentina are said to have been sufficient to provide for their needs until their crop is available.

Talking in Galveston last week with the president of one of the largest Southwestern mills, he stated that he believed that there was enough flour in the mills and loaded in cars, that if moved to its destination, would supply all of our domestic needs until August.

These statements regarding Europe's needs and our supplies may not be true, but if they are nearly so, by what means are we going to arrive at a safe basis on which to handle and finance the new crop surplus until needed by Europe? We will have to do it, as they haven't the money to do so, even if they were so inclined.

This problem has always been solved in one way without any disturbance to economic conditions, or the use of the guarantee price, and that is by trading in futures.

Open up the future markets, and allow the foreigner to buy his flour, and grain, for next winter needs in the September and December options if he chooses, which will permit our elevators and mills to buy our surplus when offered, and hedge it to the foreigner with safety to himself, and the banks that are financing him.

There seems to be fear of over-buying, or speculation that might run away with prices, or more than the surplus that we can spare. This is only fear, and does not seem justified when we consider the economies necessary over there, account their financial condition.

If our present system of trading with the anti-corner rule is not sufficient to curb vicious speculation, or manipulation, a slight change to six trading months instead of four with a small penalty for default to the next month, or some such change might be made. Anyway, the grain exchanges are equal to this situation as they have always been in others, and if the method of marketing be left to the grain men, I think both the grain dealer and banker will feel safe.

As country grain dealers, you are absolutely helpless without a stable market, otherwise you will become the most dangerous of speculators, unworthy of credit by your banker. This stable market can only be possible when all interests are represented at all times, and the only practical way we have ever found for this was thru trading in futures.

To enjoy the credit necessary for the conduct of your business, you should use the futures for a hedge against your purchases when spot conditions are unsatisfactory. Use them intelligently, and do not speculate. When you put on a hedge, you have your profit protected. Be satisfied with that profit, and take off the hedge when the grain is marketed. Ninety percent of the grief to grain men from the handling of futures, comes from leaving on a hedge after it ceases to become a hedge, as then it is pure speculation. Grain will fluctuate both from inside and outside causes, and you can not guess it, so do not try.

It will be impossible for us to make rules or laws that will prevent the unexpected from happening, causing what would be considered by many engaged in other lines of business, losses or profits, all out of proportion with the conduct of legitimate business.

The grain business probably carries more than its share of the thrills, heartaches, and a few tragedies, but lives devoted to this business make real men, as no other kind can survive, if you wish proof of this, look about you.

Wichita Welcomes Largest Gathering of Kansas Dealers

The Kansas Grain Dealers Ass'n held its 23rd annual meeting in Wichita, on May 26, 27 and 28. One of the largest and most enthusiastic crowds of dealers that ever attended the Kansas meetings turned out to discuss the vital problems of the trade and to assist in furthering the aims of the association, and to voice their opinions on matters relating to the grain trade. With the box car situation acute, country elevators full, and the new crop movement not far off, it was with a great deal of concern and interest that the dealers exchanged their ideas and made their recommendations.

The first session, held in the Forum Annex, was called to order by President Earl Bossemeyer, Jr., of Superior, Nebr., at 2 p. m., Wednesday.

Dr. Walter Scott Priest, a Wichita minister, delivered the invocation, and L. W. Clapp, City Manager, of Wichita, welcomed the dealers to the city. Mr. Clapp briefly reviewed the growth of the milling and grain industries of his city and predicted further rapid growth, which would make Wichita not only the largest milling center of the southwest, but probably of the country.

Will S. Washer, of Atchison, Kan., ably responded to the address of welcome, and said he realized the importance of the city as a grain and milling town, and that he noted the city sported two grain exchanges,—sporting, not supported. Mr. Washer also pointed out the importance of the Kansas Grain Dealers Ass'n and estimated that the wheat to pass thru the hands of its members during the present year would probably be valued at \$300,000,000.

Pres. Bossemeyer read his annual address, from which we take the following:

President Bossemeyer's Address.

The past year has been full of trouble for the grain dealers of Kansas and Nebraska. A year ago we looked forward with deep concern. We look back now with feelings of relief, still fully conscious that many problems remain to test our business ability and financial resources. We have never before conducted our business under such extreme conditions of transportation and finance, affecting the markets of the world.

A year ago we were approaching the movement of a wheat crop, which promised to be one of the largest, with a prospect that the surplus of the crop would be taken by the United States Grain Corporation at the established government price, with a possible resale to the consumer below that basis. We were greatly concerned over the attitude of the Grain Corporation on the matter of a fair handling margin for the dealer on wheat moving from producer at the government basis. Adverse conditions affecting the growing crop resulted in a much smaller yield than anticipated, and prices have ruled at substantial premiums over the government basis. Thus the Grain Corporation was relieved of enforcing the totally inadequate handling margin rule they had announced, and we turned from the anticipated trouble to others more serious and perplexing.

In spite of threatened chaotic conditions to follow the removal of the government price guarantee, we welcome the return to old free competitive market conditions. No doubt there will be trouble and loss for all before pre-war conditions can be reached, but, if this must be endured, the sooner we can get it over with the better.

We face discouraging conditions. Perhaps the worst is the lack of transportation. This is due to the failure of the Railroad Administration to provide for the construction of new cars and motive power to take the place of those made obsolete and additional equipment adequate for the rapidly increasing traffic of the country. Absence of adequate transportation has forced us all to carry large stocks of grain for unusual periods. Interest, insurance and other fixed charges, with slow turnover of capital, have added measurably to the cost of handling grain and increased the difference between the price to producer and consumer.

Until recently our Federal Reserve Banking System has provided ample financial means for handling the business of the country, and its apparent partial failure now is only the necessary result of too fast expansion of credit in some non-essential lines. If the present efficient control of the Federal Reserve Banking System is maintained, the grain dealers of the country have little to fear in that direction.

Suspension of traffic on account of strikes and embargoes, is another menace. We must solve the problem of a proper distribution of the wealth we are producing. In no other way can we be a free people, and at the same time free from the menace of industrial unrest.

Larger Handling Margin.—Until conditions surrounding the grain business can be returned to normal, the dealer must, in self-protection, demand a larger handling margin. Competition should, and will, regulate this, but we may well be prepared to hear the charge of "profiteer" from our ever wakeful political friends. The only reply we can make is that we must get all the profit that open and free competition will allow, or the profits we can get will be overbalanced by the losses we cannot avoid.

While we grant that some measure of Government control was necessary during the period of the war, and that through the failure of the United States Senate to ratify the Peace Treaty and League of Nations, we are still nominally at war, we know that war actually ceased a year and a half ago, and we not only welcome the day when government price guarantee shall end, but we ask that all other control by license regulation and interference with the free action of the law of supply and demand shall cease. For many years the grain dealers of this country have distributed the grain of America, controlled only by the law of supply and demand, with free, open competition, at a cost much lower than that of any other commodity of equal value and importance.

Transportation, our ever present problem, has not been noticeably improved by the release of the roads of the country from government control. Little improvement can be expected until an adequate supply of cars and motive power can be built and put in service. Managers of railroads complain of lack of funds for replacement of equipment. This is the result of a lack of confidence on the part of the public in their business integrity, engendered largely by the high-handed methods employed by railway executives in the past. Misuse of power placed in their hands has brought its just punishment, and in this case, as in most others, the whole country suffers with the individual offenders. Anything that affects so vital a thing as transportation, affects us all.

There should be quick recovery from this condition, for the investing public has assurance that the railway affairs of the nation cannot again be subjected with impunity to the stock jobbing methods of the past. We can aid a quick return to normal by our continued co-operation with the operative departments of our roads, in prompt loading and release of all equipment placed at our disposal. Personal acquaintance and friendly consultation with the transportation officials of your roads may serve to smooth out some of your difficulties. Certainly, indiscriminate condemnation of every one connected with the operation of the roads, cannot help. Co-operation is the thing.

Inland water transportation has been given little thought by the people of Kansas and Nebraska, but if we find that the project, when accomplished, will reduce freight rates to the seaboard and the markets of the world, we may well give it our enthusiastic support. Land transportation, already unduly expensive, is scheduled for a 30% increase, all of which will have to be charged to the producer if his grain is sold in competition with Argentina and other exporting countries.

Non-Partisan League.—There has been no recent report of activity on the part of the Non-Partisan League in Kansas. A year ago some very forcible addresses were delivered at our annual meeting against the threatened encroachment of the league upon the commercial affairs of Kansas. We voted to raise a fund of \$1,000 to support a speaker to conduct a campaign against the league. Personally, I did not approve the method of the speaker, and for that reason withheld my financial support, tho I fully sympathized with the purpose of the movement. I did not believe that to make an arraignment of Bolshevism, defining it in all its repulsive details as described by our Russian correspondents, including the socialization of women, and then to say that our North Dakota Non-Partisan

League farmers were Bolsheviks, and could be charged with all the unholy sins of the Russian Reds, was near enough to the actual truth to avail anything toward combating the advance of the Non-Partisan League in Kansas.

I believe that the adherents of the League are largely misled by the agitators who find it to their advantage to mislead them. That small causes of complaint against the grain dealers and other business interests have been magnified until the farmer has been made to believe that his only salvation is thru co-operative control of all the marketing machinery used in distributing his crops. Give him time and he will learn that it is a man's job to operate any part of the business machinery which has served him, and that when he tries to manage distribution as a side issue to production, one or the other will suffer.

How far the movement for co-operative handling of the business of the country will go, cannot be predicted. We should give the question careful consideration. If we have conducted the grain business in a manner that leaves us open to just criticism, we should improve our service. I do not think that indiscriminate denunciation of all who support the Non-Partisan League will avail us anything. Meeting their announcement of purposes with truthful statements of the facts may. Not all, but much of the trouble we have experienced in the past five years with radicals of every type is due to a lack of intelligent understanding or sympathy between employer and employee, or between classes of citizens whose interests seem to conflict.

The I. W. W.—During the period of the war I made a trip to Bisbee, Ariz., and was there told by business friends who participated in the deportation of the I. W. W. that their action was necessary to save their homes and business from destruction by a class of men largely foreign and unable to speak our language coherently—men ignorant and imposed upon by a small pro-German element. I was convinced from hearing their side of the case that had I lived in Bisbee, I would have assisted in the deportation.

A few days later, on a trip by stage across the desert on my way to Globe, Ariz., one of my seat mates was a miner from the copper district. I made mention of the fact that red cross signs and service flags were shown in the windows of the most isolated desert house, and this called forth remarks from my seat mate which indicated that he was as loyal an American as I. This was further supported by his remarks about the flag that floated over the half way house where we stopped at noon. I entered into a discussion with him of the I. W. W. deportation at Bisbee, and found that, like every question, it had two sides. He told me things that he claimed to know from intimate acquaintance with the inside affairs of the copper mine owners. Things he had learned while employed in a capacity where the knowledge came to him in the discharge of his duty. If only the most plausible of his complaints were true, there was sufficient grounds for the unrest which prevailed among the miners at that time.

A few days later I was riding on a freight train in the same state. The conductor and brakeman were discussing a newspaper article which criticised the I. W. W., the brakeman taking the part of the I. W. W. They asked my opinion of the Bisbee deportation. I replied that I did not believe in such measures, but that it was necessary in that instance for the protection of the citizens of Bisbee, the I. W. W.'s having threatened to destroy the homes, lives and property of the people if their demands were not met. This led to a general discussion of the social and commercial system of this country, and incidentally I told them I was a grain dealer. The brakeman replied that grain dealers as a class were robbers, middlemen, gamblers, profiteers. Repeating what he had no doubt read in some of the widely quoted speeches of Kansas Congressmen. I asked him if he used any grain. "Yes," he said. "I bought a 100 lb. sack of corn for my chickens this morning from the dealer where I live, and he charged me \$4.50 for it delivered." I replied that I had been selling corn to that dealer for years, and showed him an order which I had secured that day from him for a car of sacked corn at \$3.85 per cwt. delivered. This showed that the dealer had a very reasonable margin of profit—only 65¢ gross on a \$4.50 sale. I, also, showed him that I had about 3% gross profit on my sale. That we were paying the farmer \$3.00 per hundred, or \$1.68 per bushel for the corn, the difference between that and the sale price being freight charges, cost of sacks, and labor of sacking, and our modest profit. "Why don't you make a larger profit?" he asked. "That looks very small." "Competition," I replied. "Kansas City, Denver and Wichita dealers are as anxious for business as I am, and are offering corn today at that figure."

Dealer is Necessary.—I explained that "When the farmer raises corn and wheat it must be stored and distributed daily to him and the world for use. You do not want to buy a year's supply at once. The farmer does

not want to hold it and distribute it to you, so the grain dealer fills the gap. He builds storage houses equipped for cleaning, drying and otherwise caring for the grain. Competition forces him to perform this service for the world for comparatively small pay. He is ready at all times to buy and pay for all grain offered him, paying a proper reflection of the world market values for it. If the financial burden or the risk of ownership becomes too great, he is able to sell the grain for future delivery. Boards of Trade are maintained where dealers who wish to sell for future delivery, and the speculator who wishes to buy, can trade with safety and dispatch.

"Thus the dealer is able to perform this necessary service with the help of the much berated speculators. Did it ever occur to you that some one must speculate in our grain crop as soon as it is harvested? If the farmer keeps it until you are ready to consume it, he is the speculator. He takes the risk of a decline in price. He also profits by any advance. If neither he nor you want to take this risk, why should you both want to berate the grain dealer or speculator who is willing to do it? I have today sold your dealer a car load of corn. If the Santa Fe Railway can furnish the car promptly, the corn will be rolling this way by tomorrow—all nicely cleaned—put up in new 100 lb. bags. Within ten days it will reach your dealer so that he can continue to supply you and your neighbors with feed for your stock. If he tried to eliminate us and depend on the farmer, the chances are he would not be supplied at all, and your stock would starve. The farmers are busy today cultivating the growing crop. They have neither cleaning nor sacking facilities; are not in any way interested in the distributive end of the business. He is a producer and has not time to bother with the details which are necessary for the economical distribution of the grain he produces."

After the brakeman became convinced that I had neither hoofs nor horns, we had quite a visit, the conductor occasionally joining in the discussion. I found that although an I. W. W. sympathizer, he was a constructive and not a destructive one. He had the same aspirations and hopes for the welfare of his family that other normal American citizens have. He was particularly troubled at that time over the cost of graduation outfits: shoes, dresses, and other wearing apparel necessary for his daughter, so that she might appear as well dressed as the children of his well to do neighbors. When I left him at the end of his run, he gave me a friendly good-bye. I left him, feeling that I had met one of the worth while workers of the world, and I risk the charge of I. W. W. sympathizer to say that I sympathize with all such men who entertain kindly feelings toward all humanity, that by their action show that they wish him well.

Possibly this isn't interesting, but I give it to you to illustrate the point that the most of our troubles are from misunderstanding. This man thought grain dealers were of no use—a burden upon him and society. A few minutes talk convinced him of his mistake and changed him from an enemy to a friend. The sale of grain described was an isolated one but fully illustrates the fact that service is what the dealer gives and demands pay for. Whether the grain is sold in Fort Worth or Flagstaff, in Havana or Hong Kong, the fact of service is the same. And I want to emphasize—that the world needs its middlemen. They do for us all the things we cannot or do not want to do for ourselves. If half the energy expended in the past ten years in berating, condemning, and trying to eliminate the middleman had been spent in constructive work, think what might have been accomplished.

If the middleman, on account of his size or the methods employed, becomes a menace, the remedy is not in destruction, but in proper competitive control. If competitive control is not effective, regulation by law will follow. We know from our recent experience in operating under government control and regulations that it is far from satisfactory.

Free open competition in business is the only satisfactory safeguard for the welfare of society. Under it, this country has developed more rapidly than any other in the history of the world. Departure from it may be necessary to control some lines of business, which by their nature cannot be competitive, but experience proves to us that with the spur of competition removed, much of the incentive to work is also removed. Socialism may await us in the future, but it will require a more loyal, labor loving set of citizens than we have now to make it succeed. Success for the present lies in the direction of an enlightened self-interest expressing itself in friendly co-operative competition.

Sec'y E. J. Smiley, Topeka, read the following comprehensive annual report:

Secretary's Annual Report.

I believe I voice the sentiment of the grain trade of the country in saying that we are all tired of government control and I would suggest a resolution asking our representa-

tives from this state to use their influence to discontinue control of all legitimate business.

Transportation Problem: The entire country is confronted with the most serious transportation situation in its history. Lack of transportation facilities to take care of the business tendered the carriers is a menace to every line of business. This condition has been largely brought about through government mis-management of the railroads. Prior to our entering the war, thousands of our people favored government ownership of public utilities, especially railroads. The carriers realizing that there was a demand for government control or ownership of public utilities, tendered their lines of transportation to the government to be operated under government control. A trial of government control, we believe, has convinced the general public that government ownership or control of any public utility is far from what was expected.

General Order No. 57: It was the intent of this order to relieve government operated railroads from practically all liability account of delay or loss in transit and this order further provided that in order for a shipper to recover for a loss sustained through neglect or failure on the part of the railroad company to perform its duty as a common carrier, the burden of proof was shifted from the carrier to the shipper.

General Order No. 15 was intended to force all industry owners having plants located on railroad right of way to sign an agreement to bear cost of maintenance of such track. This order was issued March 26, 1918. There was no stipulation in the contract as to the cost of maintenance, and it was generally believed that under the terms of the contract, the carrier was privileged to build an entirely new track at the shipper's expense. Practically every shipper, as far as we know, refused to sign this contract or agreement, and we understand that shippers throughout the country raised such a howl of protest that the Director General changed order.

Great credit is due Mr. Goemann, Chairman of the Transportation Committee of the National Ass'n for his untiring efforts in defeating the enforcement of this order. Immediately after the railroads were surrendered to the government, there was an advance in freight rates on grain of from 25 to 50%, and not satisfied with this advance, the railroad administration advanced demurrage charges and in addition to this, made a charge for reconsignment and establishment of universal privileges which were confined to direct routes, and existing transit privileges applicable by way of indirect and circuitous routes were cancelled and an extra charge made for such services, and in addition thereto, a charge for the transit privilege.

Ex-Justice Hughes, sounded a warning when speaking before the Institute of Art and Science at Columbia University when he stated "it is regrettable, but it is true, that government enterprise tends constantly to inefficiency. It cannot fail to be observed even in connection with the war, despite the endeavor and patriotic impulses of countless workers, inefficiency in important fields of activity has been notorious. The notion that the conduct of business by government tends to be efficient is a superstitious notion cherished by those who either know nothing of government, or who know nothing of business."

Possibly government control during the period of nearly two years, may be a blessing in disguise. It is reasonable to assume that the business interests of the country, as well as the producers, are fully convinced of the utter hopelessness of efficiency under government operation.

Lack of transportation facilities to take care of the business tendered the carriers is a menace to every line of business in the country today, and applies directly to the grain business. In the state of Kansas alone, on May 1st, there was approximately 26,000,000 bus. of wheat of the 1919 crop still remaining in the state. To move this amount of wheat would require 19,500 box cars of 80,000 lb. capacity. In addition to this, eight and one half million bushels of the 1919 wheat crop remains in terminal elevators at Kansas City. The wheat contained in the Kansas City elevators was sold to manufacturers months ago, but they have been unable to secure the necessary equipment to move it. We are only six weeks from the harvest.

Visualize with me, if you will, what the result will be if the carriers are unable to furnish the necessary equipment to move the grain on hand before the new crop is ready for shipment. Local banks throughout the state have attempted to finance the local elevator men and tide over the farmer until he could deliver his wheat. The old adage, "as good as wheat in the mill" does not apply at this time, as wheat on the farm and in the elevator will not liquidate debts incurred. While we have another promise from the Interstate Commerce Commission to furnish 25,000 empty box cars within the next ten or fifteen days, few, if any of us, take this promise seriously. At a dinner tendered the

President of the Union Pacific Railroad Co., some six weeks ago, he made the statement that the railroads in the country today would need at least 800,000 new box cars to handle the commerce of the country. He further stated that it would be impossible for the car shops of the country to turn out more than 200,000 box cars per annum, and that it would be at least 8 and probably 10 years before the railroads would have sufficient equipment to handle the business of the country.

How are you going to handle the 1920 crop? Do you expect to be able to convince your local banker that he is under a moral obligation to you and the community to furnish money to finance the movement of the crop? Great credit is due the local bankers of the state for their efforts in securing money by re-discounting paper through the federal reserve banks to take care of the business during the last year. At the present time, there is a disposition on the part of the federal reserve banks to call in existing loans. They are refusing to make new loans, and it appears to be the consensus of opinion of bankers with whom I have talked that this condition will continue for an indefinite period, or probably throughout the year.

The Distribution of Box Cars: As a result of government control, the rules adopted by the Public Utility and Railroad Commissions of the different states, were annulled, and the following rule covered by circular C. S. 74, effective Sept. 1, 1919, was substituted; which provided for the furnishing of cars in proportion to the amount of freight ready to ship. This ruling cancelled order of the Public Utilities Commission of the state of Kansas.

The effect of this new order now approved by the Interstate Commerce Commission practically eliminates the elevator of small capacity, at points where there is a number of elevators located, some having a much greater capacity than others. This ruling has caused more complaint than any other ruling made by the railroad administration. You can readily see that if this ruling is to stand, that an individual having an elevator of 10,000 bus. capacity, located in a town having an elevator of 100,000 bus. capacity, that he must either increase his capacity or go out of business, as he will only receive one car to his competitor's ten and cannot handle sufficient volume of business to cover overhead expense and show a profit.

Elimination of the Middleman: Pick up a newspaper today, wherever you will, and you will see an article headed, "The Elimination of the Middleman." Who is the Middleman? What, if any, Service Does He Perform?

The merchant, the miller, the broker, the elevator owner and operator, are all termed "Middlemen." Will it be possible to carry on the business of the country without the so-called "Middlemen?" How would it be possible for the producer without calling in the services of the middleman to deliver the loaf of bread to the house-wife in New York City? Some one must perform this intermediate service.

It appears to me that the real question is, "Is the Middleman Performing the Service Satisfactorily and Economically?" It would be



William S. Washer, Atchison, President Kansas Grain Dealers Ass'n.

impossible for the producer of any commodity to supply the consumer with his product economically without first assembling the product and shipping to a distributing point in car load lots, in order to obtain the lowest rate of freight, and after delivery of the product in car lots, it is necessary to provide housing or storing facilities and in practically every town of a thousand or greater population, it is necessary to provide for delivery of the product to the housewife's door. Everyone should realize that it is impractical to attempt to eliminate the middleman.

If the agitators who are suggesting the elimination of the middlemen are able to demonstrate their ability to perform the functions of the middleman at less expense or cost, to the producer or consumer, they would force the present day methods out of existence and the middleman would no longer perform the service that he is now performing. This is an old, old cry that has been heard through past ages, but no one has ever been able to substitute or offer a substitute for the present methods of distribution. The idea is socialistic and is taken up and heralded throughout the country by agitators looking for an opportunity to displace the successful business men.

Railroad Rentals: Practically all lines of railroads operating in this state have demanded a material increase in rentals of the part of their right of way occupied by industries. It appears to be the consensus of opinion that the carriers were instrumental in endeavoring to have the railroad administration approve of these higher rentals before the roads were turned back to private ownership. While we have no positive proof that this was the case, we do know that different lines of roads operated under government ownership declined to renew leases upon the old basis.

Anticipating that higher rentals would be demanded, we had a bill drawn by the attorney for the Public Utilities Commission of this state and introduced in both branches of the legislature in January, 1919. The bill follows:

"Sec. 1. That railroad and electric inter-urban railway companies may lease to individuals, firms, companies or corporations, cities or locations on the right of way of any such railroad or electric interurban railway companies in the state of Kansas upon such terms and conditions and the rental to be paid therefore as the Public Utilities Commission may find to be just and proper.

Sec. 2. That hereafter no lease for the use and occupancy of any site or location on the right of way of any railroad or electric inter-urban railway company in Kansas shall be renewed until the terms and conditions of such lease and the rental to be paid for the use of such site or location shall have been approved by the Public Utilities Commission."

This bill passed the House but was killed in the Senate. Same bill was introduced at the special session last January and passed the Senate but was killed in the House. We expect to have the bill introduced again in 1921, and I believe that if every member of this Association would see the representative from his district prior to election and insist upon a promise from him that he will support such a bill, and then follow it up with letters, after the bill is introduced, that it will be enacted into law at the next session of the legislature.

There is a similar law upon the statute books in the state of Iowa. The Illinois Central Railroad Company during the present year notified a concern located on its right of way that they would be compelled to pay \$85.00 as rental upon the property occupied, or lease would not be renewed. The industry appealed to the Board of Railroad Commissioners of that state, and after a full hearing of the case, it was held that the rental to be paid the Illinois Central, based on the value of the ground occupied by the plaintiffs in this case, should not exceed 6%.

Fair Price Committee: During the past year, in at least two counties in our state, what is known as a "Fair Price Committee" was appointed and it attempted to tell the elevator owners and operators what price they should pay for the different grades of wheat. Inasmuch, as these committees never had any experience in handling wheat, they were unable and not competent to determine the value and cost of handling. We viewed it as a political move, pure and simple, and we are rather of opinion that the chairmen of these several committees took the same view of it, as they did not attempt to enforce their rulings. What the country needs today is fewer commissions, the repeal of a number of laws enacted, as war measures, and the entire elimination of the professors and theorists who are attempting to tell the people of the country how the business of the country should be conducted.

Unfortunately, many of our congressmen are taking up with these fads, conceiving the idea that they are becoming popular. We believe that when the reconstruction policies are finally decided upon, these socialistic ideas will find no place on our statute books. What the country needs today is less of government

in business and more of business in government.

New Members. During the past year, 155 applications for membership were received, and approved by the official board. We have today, 535 members in good standing, with all dues paid, representing over 800 elevators. This gives us the largest membership in the history of the organization. We believe that it is to the interest of every elevator owner and operator in the state to hold membership in the Association. The fact that the organization has been in existence for over twenty-three years, and today has the largest membership in its history, and the further fact that organization means success, we cannot understand why every elevator owner and operator in the state does not belong to the Kansas Grain Dealers Ass'n. We believe that organization is more of a necessity to every line of business today than ever before in the history of the world.

Advance in Freight Rates. It is rumored that there will be another material advance in freight rates in the near future. It is our understanding that the I. C. C. is now given authority to advance rates without the usual thirty day notice. I find that a number of country grain dealers are selling grain for delivery during the months of June, July and the first half of August. What will be the result if we should have an advance of 25 to 30% over the prevailing rates before this grain is delivered? I wish to caution all country elevator owners and operators to keep this in mind before making contracts for future delivery.

Local Meetings: We have arranged to call and attend local meetings at the following points during the month of June: Iola, Salina, Hutchinson, Coldwater, Liberal, Downs, Phillipsburg, Goodland, Atwood, Concordia, Marysville, and Superior, Nebraska, and Joplin and St. Joseph, Mo. I hope that we may have every local present at the meeting in his zone as a full attendance makes the meetings interesting and instructive. Every dealer will be advised in advance of the time for holding the meeting.

Paul J. Matthews, of Wichita, addressed the meeting on "The Value of Grain Futures from a Grain Dealer's Standpoint." His address will be found elsewhere in this number.

The meeting was then thrown open to discussion of the subject Mr. Matthews had treated.

F. A. Derby, Topeka: I recommend that we adopt a resolution stating that we do not wish the government to interfere with the decision of the Boards of Trade of the country relative to when and how they will resume trading in wheat futures.

Sec'y Smiley: How many present have ever used the futures for hedging purposes? (Approximately 75 per cent answered in the affirmative.)

Mr. Hopkins: I have always favored trading in futures until the present time, but I do not favor it now. I think the trade in futures should come back by a vote of the farmers. If we started buying wheat on the new crop at \$2, and it rapidly advanced to \$3 per bu., I don't believe the bankers would be willing to loan money to finance the crop. This alone would bring the farmer around to see the necessity of futures.

Mr. Matthews: I would like to know the bankers' attitude on this matter.

Mr. Washer: The bankers are more willing to loan money on wheat in store hedged, than wheat that has not been hedged and thus subject to wide and unprotected fluctuations. The real issue is, how to combat the concentrated foreign governmental buying power, which will have the power to enhance or depress values at will. If suitable regulations can be designed by the Boards of Trade of the country I do not think the bankers will stand back on loaning money to finance the marketing of our grain crops.

T. J. Byrnes, St. Marys: I endorse the recommendation made by Mr. Derby to allow the Boards of Trade to resume trade in futures as soon after the Grain Corporation goes out of existence as possible.

H. M. Bradley, Kingman: There are two sides to every question. I don't think the farmers are satisfied with the price, or the present method of government restrictions. They want the old methods of trading. It is not only a question of the advantage of hav-

ing a hedging market, but it is something that the farmers as well as grain dealers need. I'm for future trading.

Dick O'Bannon, Claremore, Okla.: This year I have attended the Missouri, Oklahoma and Texas grain dealers' meetings, and all of these Ass'ns have adopted resolutions asking for the return to future trading as soon after June 1, as the com'te of the Boards of Trade deem advisable. We should do away with all this pessimism about conditions, and bankers refusing to finance the grain movement. When I was in Kansas City the banks there had \$150,000,000 tied up in grain, which in itself is a good plea for the resumption of future trading.

E. M. Jolly, Kansas City: I believe Mr. Derby's resolution directly in line. I feel certain that the Kansas City com'te now working to secure complete plans for future trading would like to have the support of this Ass'n in the matter. This com'te is supporting a plan to resume trading in the December wheat future, wishing to start with the far-off month as a matter of precaution to keep the Northwestern markets from controlling the Southwestern crop. Another reason for choosing the far-off future to open the trading with, is the fear of wide fluctuations which might lead political influences to bring the Lever Act into play again to regulate the markets.

Pres. Bossemeyer: We will have a further discussion of this question tomorrow, when W. A. Chain speaks on the subject from the standpoint of a miller.

N. D. Ballantine, Omaha, Nebr., Sup't of Transportation of the U. P. R. R., delivered an address on "The Railroad Man's View of the Car Situation." His interesting address will be published later.

Sec'y Smiley: Assuming that the cars promised by the I. C. C. are furnished in the amounts they predict for the movement of the new crop, will the locomotive power of the railroads be sufficient to do the work?

Mr. Ballantine: It depends upon how that power is utilized. If properly used it will be sufficient.

Charles S. Clark, Chicago, outlined the congested condition of grain traffic at Galveston, pointing out the reasons for the congestion and the remedies. Mr. Clark also recommended three resolutions bearing on the Galveston situation.

Mr. Washer: Let the shippers along the Santa Fe get together, secure the services of a competent attorney, and thru the I. C. C. submit a case to force the Santa Fe to grant the same rate to New Orleans as to Galveston. Then it will provide needed handling facilities.

Pres. Bossemeyer appointed the following com'tes:

Resolutions: H. Work, chairman, Ellsworth; A. H. Bennett, Topeka; T. J. Byrnes, St. Marys; F. A. Derby, Topeka, and H. M. Bradley, Kingman.

Nominations Com'te: W. S. Washer, Atchison; E. L. Brown, Chester, and J. A. Lyons, Langdon.

Adjourned for supper.

Trade Rules Session.

The second or Wednesday evening session was devoted wholly to consideration of the report of the com'te appointed at the convention of the previous year to revise the Ass'n's trade rules. After much discussion certain suggestions of the com'te were again referred to it for further action, with instructions to report at the Friday afternoon session.

Some of the changes proposed by the com'te were adopted, while others were changed or rejected. The complete rules, as finally adopted will be published in next number.

Thursday Morning Session.

Pres. Bossemeyer opened the third session at 9:30 a. m. and announced that Mr. Washer would replace Mr. Work as chairman of the Resolutions Com'te. Mr. O'Bannon was ap-

pointed to assist the members of the Resolutions Committee.

James N. Russell, Vice-President of the Kansas City Board of Trade, the first speaker of the morning, read an interesting paper on "Traveling Grain Solicitors," which appears elsewhere in this number.

W. A. Chain, Abilene, talked on the "Value of Futures from a Miller's Standpoint." His address is published elsewhere in this number.

Sec'y Smiley: I have heard this question cussed and discussed more than any other in the grain trade. Recently in Washington I met two Congressmen who said they would oppose option trading until the government placed restrictions on all the option markets. If this is done it will be only one more step in Government control of the Grain Trade. They claim this trading to be almost wholly speculative, and transactions made at the will of seat-warmers on the various boards of trade. The question in my mind is whether there is sufficient so-called legitimate option trading for hedging purposes to maintain an open market at all times. If there is I am for doing away with the pure speculative element, if not, speculators are necessary to the proper functioning of the future markets.

Chas. Quinn, Sec'y of the G. D. N. A.: Several years ago I made a close investigation on the Chicago Board of Trade and discovered that 75% of the option trading was purely speculative, and that if this element is eliminated there would not be sufficient volume of business to maintain an open market.

Sec'y Smiley: There is a decided opposition to wire houses. One Chicago firm maintains 125 branch wire offices in the state of Illinois alone. The ex-Sec'y of the Chicago Board of Trade said that unless wire house activities were limited in some way, they would soon become a reflection on the Board of Trade.

A Dealer: We have carried on business during the past two years without wheat futures. We have been forced to buy at a larger margin, but it has worked out well. Why could we not buy and sell grain just as we buy and sell hogs, eggs, or any other commodity, without a hedge or protection?

H. L. Shellenberger, Geneseo: I am in favor of hedging transactions, because I realize that the exporter or large wheat buyer must sell in the future market before he buys the actual grain, or buy in the future market before he sells actual grain. The man who takes chances on wheat at \$2.25 to go across the water, when the farmers at this time are asking for \$3.13 guarantee, must have a means of protecting himself while holding or in legal possession of the actual grain.

Mr. Gould: From the country shipper's standpoint remember that the grain dealers and the brokers during the past two years have been taking a large margin of profit to safeguard themselves against wide fluctuations. We never would have seen the wide fluctuations of last December and of only last week had there been a hedging market. The newspapers come out with a statement that the I. C. C. is going to do something big for the car situation and down goes the market. Later newspaper reports show that the statement was all bunk, and up she goes again. If the market goes up the receivers will likely extend the contract. If it goes down, they will cancel. This is hazardous to the country elevator man. With the futures most of the wide fluctuations could be done away with and the shipper could work on a fixed margin with some safety.

Dick O'Bannon: Mr. Chain stated that wheat without protection of the hedging market would fluctuate very little, and that he was not in favor of future trading. I would like to ask him if he thinks we should also do away with corn and oats futures.

Mr. Chain: My statement was that under normal conditions the markets for wheat would not change more than 5c per day. Dur-

ing a ten year average ending 1910, a fluctuation of 5c in thirty days was considered a wide fluctuation. I am not against future trading, or grain exchanges; I believe they serve a useful purpose, but I am in favor of some restrictions on the markets.

Mr. O'Bannon: Mr. Chain also referred to Japanese buying of cotton futures resulting in a higher price for cotton. The same thing is possible with wheat market, but I cannot see why higher prices for both cotton and wheat would not help the farmers and the handlers of those commodities in this country. A 50c fluctuation in wheat means very little to the ultimate consumer, and would only average 1/2c change in the price of a loaf of bread.

E. L. Brown, Chester, Nebr., followed with an address on the "Fallacy of Government Ownership of Public Utilities." His speech, which was well received by the members, follows:

The Failure of Government Operation.

There is no denying the fact that the people of this country just prior to the war were becoming more and more favorable to Government control, operation or even ownership. The results of the control exercised by the various Utility Commissions were in so many ways so highly pleasing that we were fast favoring Government operation or ownership. They were beneficial to both the people and the Utilities and there was good reason to believe that an extension of this control would continue to be beneficial. The recent failure, especially with the railroads, shows that it is either possible to go beyond a beneficial limit, or that the principles were not properly applied in the actual operation.

In the consideration of this subject I prefer to deal with the various classes of Utilities separately, for in only one particular are they alike—that of being public service organizations.

Failure with the railroads: After almost a century and a half of severe testing we know that "the Government of the people, by the people and for the people" is right and that no Nation has ever produced a better form of Government. But the spirit of our pilgrim fathers when they adopted that Constitution and elected men from among their number to hold offices, has in the last generation been apparently lost sight of and we are today in the hands of politicians who seemingly know nothing of that early spirit. In fact, few men are now really called to office, but most of them work their way, yes, some of them almost buy their way. Thus the United States Railroad Administration was not headed and controlled by the most experienced railroad men the Nation has produced, but by those who knew nothing about the management, and never for one day was it conducted as any other than a political acquisition. In fact, at one time it appeared to be used as a stepping stone to the Presidency. Government of the people, by the politicians and for the politicians bears no relation to real democracy, for, while the one is self-sacrificing the other is absolutely selfish.

Very early in the Government operation of railroads the attitude of "the public be damned" was clearly shown and we soon found out that instead of securing results in the ordinary, straightforward manner we had to resort to the political methods.

Grain men stood amazed at what happened. It was politics that ordered all those empty cars sent from the Santa Fe and other Kansas roads to Minneapolis. It was politics that ordered 70 per cent of the empties given to the Grain Corporation. It was politics that suddenly ordered all empty cars sent to western Kansas and Nebraska to relieve distressed wheat conditions. It was politics that finally secured the modification of Order No. 57. In fact, we could enumerate indefinitely to show that political methods supplanted straight forward business methods. And then, after we had realized that the entire structure of our business procedure had been destroyed we watched with dismay that long drawn out fight of Governor Allen to secure the return of cars to his state, the seemingly futile attempts of delegation after delegation to Washington trying to secure relief, the bombarding of Congressmen with thousands of telegrams trying to accumulate enough political pressure to secure needed action. And to make matters worse, the public knew that Governmental red tape was absolutely blocking the wheels of commerce.

When the car shortage was most severe last fall and our elevators were closed and millions of acres of wheat stood in danger of ruination by the weather, thousands of brand new cars were standing unused because the machinery of state refused to work. I personally know that while the entire middle west was literally begging last harvest for cars to transport the necessities of life, the one town of Centralia, Illinois, had 1,600 brand new cars standing on its sidings—and they had stood there since early

last spring. After three months of as severe a car shortage as the nation ever experienced, one piece of red tape was broken and brand new G. E. T. cars began to roll into the wheat belt by the thousands. With a large portion of the empties in this territory "not fit for grain" there was apparently little effort made to keep them in condition.

Would all this have existed under private control? My contention is that it would not. The Santa Fe would never have consented to giving up those empties unless they moved fully loaded. More than that, they needed them and therefore would have let the Minneapolis roads rustle elsewhere for cars. The thousands of new cars would never have stood idle. Good business principles would have prompted the railroad managers to make all necessary arrangements in advance so that every car would have been placed in service as soon as delivered by the manufacturers. The extreme conditions in western Kansas and Nebraska would not have become as severe because every railroad in that territory would have from the very beginning exerted every energy to meet the situation and not have waited until October before paying any attention to the conditions. Instead of having so large a percentage of cars "not fit for grain" the railroad managers would have doubled and trebled their forces on the repair tracks in order to place them back in condition as quickly as possible.

The late war impressed upon all of us the importance of one vital factor in human service—that of morale. The railroads had already recognized this and put forth every incentive to strengthen it. From the day an employee entered the service he was constantly reminded that the reward for faithful and steady work was promotion. Promotion not only in rank but in salary. With few exceptions the railroads Presidents, General Managers, and those holding responsible positions in the different departments were men who had grown up in the service and had begun low enough in rank so that they knew the work in every detail. With this incentive, every man gave the best that was in him for the sake of obtaining the advancement.

Inasmuch as the very same men served in the track, station, train and operating service under both private and Government control, what made the difference? Simply because under private control the executive management was in the hands of capable and trained men who made efficiency the watchword and knew how to obtain the best results, while under Government control it was in the hands of politicians who were not vitally interested in the welfare of each individual road and who did not know how to handle them successfully. What happened to the morale of the employees? It sank to a low ebb. Their road was being used as a political tool, personal efforts earned no rewards, and there was no assurance of what the future had in store for them.

The treatment accorded Pres. Mackay of the Postal Telegraph when he insisted on protecting his own Company was sufficient to take all the ambition out of every official in the service. The multiplicity of such cases only served to do the same thing to every other employee and the result was inevitable. When the Government took over the railroads nearly 100 per cent of the Brotherhood members were favorable to Government ownership, but, incident after incident turned their favor into disgust, broke down their morale in the service they had advocated, and finally convinced a large portion of them that again theory had not worked out well in practice.

And why? No business will be as successful when those in control owe their position to political popularity as when capability, efficiency and net results are the deciding factors.

When political autocrats ignore the lifetime training and experience of proven successful railroad managers, and set aside both the advice and good will of the Interstate Commerce Commission and every Public Utility Commission, there can be only one result—the conditions that now exist.

We have had a trial at Government operation, protected by the immunity of a war emergency in which neither Laws, Courts or public opinion could prevent the executives from doing absolutely as they pleased. They had full opportunity to work out their theories and at last to hand back the properties to their owners. Considered as a whole the experiment was a failure and it will be very hard to convince the nation that another trial can materially improve upon it.

Mr. Ballantine: I wish to deny the charge made by Mr. Brown that political influence was brought to bear to secure an allotment or special privilege on box cars. The reason for taking some box cars from the Southwestern roads to the Northwestern roads was a matter of equity and best service to all. The total number taken from the Central-Western region was distributed into seven different regions.

Mr. Brown: Mr. Ballantine, we can only judge from the results we obtained. This

large number of cars were ordered out of Kansas by the "powers that be" in Washington on the eve of our new crop movement. These empty cars were carried right thru the towns, where ten days later they could have stopped for full loads of grain. Gov. Allen, of Kansas, took the matter in his hands after all nearby railroad administration department heads and the like were uselessly pleaded to for the restoration of cars in Kansas. Gov. Allen went to Washington with a Com'te and thru political influence and friends succeeded in getting the cars back to Kansas. That was political influence.

We did not get the service we should have received. I know of many instances where, for long stretches of time, elevators were full and farmers could not market their grain simply for lack of cars. This may have served the "greater good," but we suffered for lack of service.

Mr. Ballantine: The real flow of empties for the Southwest this year has not commenced, but it is on its way, and I believe 25,000 to 30,000 cars will be ready to carry grain from the Southwest in a very short time.

Chas. Quinn, Sec'y of the G. D. N. A., delivered an address on "International Reconstruction," in which he summarized as follows: The two keystones to international reconstruction are Germany and Russia. As long as Russia remains in a chaotic condition we can never have peace and normal conditions in this world. By the debasing of currency we are getting back to the barter methods of trading. Foreign exchange has become so demoralized that many large American firms are now doing business with foreign countries on the barter and exchange basis. For example, one large New York business firm is shipping cotton to Austria which the Austrians are to manufacture into cloth and return 60% of this cotton in cloth to the New York firm, keeping the 40% for their own share. This is what we must come to for reconstruction—the barter methods of trading used during the tribal stage of our civilization.

Adjourned to Friday morning.

Friday Morning Session.

Pres. Bossemeyer called the session to order at 10 a. m. and appointed two additional members to the Resolutions Com'te, J. V. Boroughts and J. B. McClure.

Keith Clevenger, of the Kansas State Chamber of Commerce, addressed the meeting to enlist aid, endorsement and membership of the Ass'n in the Kansas State Chamber of Commerce. Mr. Clevenger pointed out that Kansas was far behind the majority of our states in the matters of education, good roads, farm land buros and immigration buros, and that the tax system needed some non-political attention.

S. R. Duckett, manager of the Traffic and Claim Department of the K. G. D. A., read an interesting and instructive paper on the work he is doing for the Ass'n.

Wm. Murphy, Kansas City: I have a claim in mind which I was unable to collect from the railroads. The shipper was not a member of the Kansas Ass'n, so I induced him to join. We filed the claim with Mr. Duckett and it was paid in full.

Mr. Ballantine: The U. P. R. R. paid \$108,000 in claims to grain dealers during 1919 and in 1918 the U. P. paid \$86,000, but we handled 54% more grain in 1919 than in 1918, which, summed up, shows fewer claims paid per car in 1919 than in 1918. How did you find the condition of cars this year, as a whole, Mr. Duckett?

Mr. Duckett: The condition of box cars this year has been worse than for many years previous.

Mr. Smiley: On account of the scarcity of cars and the anxiety of shippers to load out, about all that was necessary to deliver to the

elevators was the trucks, the dealers would build their own boxes.

Mr. Ballantine: The carriers find it too expensive and inefficient to maintain a large number of repair shops at small points, and it is also time wasted to haul all box cars needing some repairs to a shop where they can get attention.

Sec'y Smiley: If the railroads think it too expensive to repair box cars, they should compensate the shippers for putting them in shape.

Mr. Ballantine: I agree with you on the compensation of shippers for material used in repairs. I'm asking your co-operation.

John Dower, Weighmaster of the St. Louis Merchants Exchange, read a few paragraphs from I. C. C. report treating the fundamentals and specifications of weights, both terminal and shippers'. In speaking of loss of grain by "spill over top of grain door," Mr. Dower said: I have never heard of a claim being paid for loss of grain spilt over grain door, yet there are many such cases. When you have loaded a car so full that you must add another board to the grain door, do not put on a 24-in. board. Many cars come in heavily loaded with an extra 24-in. board on grain door, and the inspector must push in the top board to gain entrance to the car, but many times he must report "Too heavily loaded to inspect." This is a matter that rests with both the shipper and the terminal markets. If there is danger of grain spilling over grain door, we advise a 6-in. board on top, and then another 6-in. board. Thus the inspector can more easily gain entrance to the car.

Ben E. Clement, Waco, Tex., Pres. of the Texas Grain Dealers Ass'n, addressed the dealers on the "Recovery for Loss Sustained on Account of Government's Price Fixing in 1917." His address will be found on page 990 of May 25th issue.

Adjourned for luncheon.

Friday Afternoon Session.

The fifth session was called to order by Pres. Bossemeyer at 2 p. m., and a paper "Telephone Rates as They Are, and as They Should Be" was read by I. A. Pribble, Salina.

Mr. Pribble reviewed the present system of computing telephone tolls, describing the several classes of rates and their application. He pointed out certain abuses in the enforcement of the rules, especially those relating to "station-to-station" calls; while he showed that the use of the "person-to-person" rate reacts to the direct loss of the telephone companies as well as to the individual user of the service.

For instance, a talk on the old rates from Salina to Wichita was 55c, Kansas City \$1.10, Concordia 40c, Hutchinson 40c, Hays City 70c; it made no difference whether you called for the individual who managed the business or the company itself, the call was not a complete one on either side until the party who gave the call succeeded in talking direct with the party who represented the firm at the station called. As it is now, you may, if you wish, call for the firm you wish to talk with—this is called a "station to station call"; but should it happen that the one who could talk business was out of the office you have to pay for the call just the same at the regular rate, whether you were able to talk to anyone who could transact business or not; then you were forced to put in what is known as the "person to person call" and not only pay over again the same rates as you paid before, but you must pay almost one-fourth more if you talk to the manager or the one who can talk business. For instance, a "station to station call" is 55c from Salina to Wichita but if it is a "person to person call," that is to say, if you are assured of talking to one who can talk business, it is 65c; to Kansas City is \$1.10 on the "station to station call" but so as to talk to any particular person in the firm you call you must pay 25c more; 10c more to Hutchinson or a total of 50c; and 70c to Hays as against 95c charged for a "person to person call." From this you will see that over the old rate we are virtually charged almost one-fourth more for the same service performed. Nine times out of ten if you call for the firm you will not succeed in getting the manager, or someone connected with the business, as the manager may be out or unable to talk for

some reason or other, and as stated, if you want to be sure you do not have to pay two calls and an extra charge of one-fourth more on one call you had best in the first place put in your call on the person to person rate, or one-quarter more than the regular rate.

He said that much of the trouble experienced in using the 'phone is due to the poor condition of subscribers' telephones and the lines, especially on mutual lines at small stations. Requests was made that the battery cells in the instruments be renewed more frequently.

Following the reading of his paper, Mr. Pribble spoke extemporaneously, voicing the charge that much of the unsatisfactory service is due to the employment of amateur operators. However, he gave the girls credit for honesty of purpose and a desire to do their best, but said the companies do not pay their operators a wage that will make it possible to retain efficient girls in their organizations.

J. S. Hart, chief of the Kansas State Inspection and Weighing Department, read a paper on "Grain Inspection and Weighing." This follows:

Grain Inspection and Weighing.

The inspection of grain is only one of the factors of the grain business, but it is an important factor, because the enormous volume of the grain business makes it essential that a disinterested party shall be appointed by law who shall be the judge as to the grade of each lot of grain offered for sale in the markets of the country.

As the head of one of the largest grain inspection departments in the United States, that of your own State of Kansas, I am very glad to have the opportunity of speaking to you for a short time, and to give you a few interesting facts concerning the work of our department.

The Kansas Grain Inspection and Weighing Department has kept pace with the rapid growth of the grain business and especially during the past seven years has made a steady increase in the amount of business transacted. During the first six months of the crop year of 1913, that is, from July, 1913, to January 1, 1914, the receipts of the department were \$12,129.00, while during the corresponding months of last year's crop movement from July to January, our receipts totaled \$112,078.00, or almost ten times that of seven years ago. The amount of business transacted during the ten months from July 1 until the first of this month have been almost \$175,000.00, or \$25,000.00 more than during any entire previous year. We have since last July inspected 135,000 and weighed 75,000 car loads of grain. Not only have the receipts of the department increased remarkably, but the methods of grain inspection have been greatly improved and radically changed.

Inspections were rapidly made at the car in the railroad yards under the rule of several years ago and because of these facts the cost of service was small. The receipts from the fees charged were greater than the expenses, and a surplus accumulated between the years of 1913 to 1917. Of the \$100,000 which my predecessor turned into the State Treasury, over \$90,000 was accumulated prior to 1917.

Now the methods of grading are much more thorough and complete than under the old state grading rules. More time is consumed in the grading operation more factors are now considered and a great deal of equipment and apparatus are necessary that were formerly not required. We must have Brown-Duvel moisture machine, torsion scales and balances, oat kickers, double wall triers, Roerner Grain Dividers, test weight per bushel devices, and many other pieces of apparatus. This equipment is not only expensive, but also because of the nature of its work, soon wears out and must be replaced.

These mechanical devices are necessary to make proper analysis and separation of the samples submitted for inspection, but they slow up the work and make inspections much more costly to the department. There is no question, however, but that the efficiency of the service and the accuracy of the grading more than offset the additional cost. I am also of the opinion that the federal grain standards act which established a uniform set of grain grading rules to be applied under federal supervision, by every grain inspector in the United States, is a solution to most of our marketing problems.

We are co-operating in every way possible with the Bureau of Markets in order that we may correctly grade the grain under the federal grading rules. As I stated before, during the ten months from July 1, 1919, to May 1, 1920, we have inspected over 135,000 car loads of grain, about half of which were inspected at Kansas City, and the balance at the fifteen other inspection points in the state.

Deducting 20,000 cars that were inspected at

two points within the state, we still have 115,000 different carloads of grain which at a conservative estimate would have an average value of over \$350,000,000.00. In other words, an average of over a million dollars worth of property comes within the jurisdiction of this department each day.

I do not believe that any other state department has a greater responsibility or is more important to the people of Kansas than our department, and I think that everything possible should be done to build up and extend its service. If a surplus should accumulate in the grain fund, it should not be diverted into the general state treasury, but should be held to be used to extend our work if necessary, or to take care of future deficits which might occur because of poor crops or dull seasons. In this connection, I might say that the expenses of the department, like those in every other line of business, have advanced rapidly during the past two years. Salaries, rents and incidentals are all on a much higher scale. Grain inspectors must have a natural ability to judge grain and also a long period of training for their special line of work.

When we assumed charge of the department at the beginning of the last crop year, we found that the weight department had been steadily losing money at a fee of fifty cents a car, and that during the year ending July 1, 1919, it showed a deficit of over \$11,000.00. The weighing at Kansas City was all done by salaried weighmasters of the department, and the service was as good as could be rendered on a fee of fifty cents per car.

Weighing by Industry Employees.—At many of the inspection stations, however, we found that state weights were being issued by an employee of the industry at which the weights were taken who had been commissioned as a state weighmaster, and who was receiving as his compensation from the state a percent of the weighing fees. I did not consider this class of weighing fair to the trade, and could find nothing in the Kansas grain laws that would permit it, but as it had been established a number of years before, did not at first order it discontinued.

Last fall, however, various industries thruout the state requested that we should commission one of their employees as a state weighmaster and allow him to issue state weights, and as we wanted to treat all alike, it finally resolved itself into one of two things—either to discontinue the commission form of weighing altogether, or to extend it and allow all of the industries in the state who desired to issue official weights. On March first, we discontinued the commission form of weighing and all weights now taken by this department are by regular salaried officials of the state.

We have already made some radical changes in the weight department. We believe that these changes will save thousands of dollars to the grain shippers and farmers of Kansas, but we feel that there is yet much to be done before we will be able to render the best possible weighing service. The acute car shortage and poor condition of railroad equipment makes it necessary for grain shippers to use many old and unfit cars and a great deal of loss occurs in transit. Our reports should show the complete condition record on each car as well as seals removed and other facts relative to the handling of the grain at its destination, for on the official records of this department are based claims for many thousands of dollars. We have this spring secured the services of one of the best scale experts in the country, and he will personally inspect and test each scale in the state over which official weights are taken as soon as possible.

We have placed a supervising weighmaster at Kansas City whose duties are to look after the weighing at all of the industries and we will as soon as practical place a supervising weighmaster at all of the larger inspection points. We have also recently installed a system of reports that will give to the trade, without charge, a full condition report on each car which contains all the necessary information essential to substantiate claims for loss in transit.

There are other improvements in the service that we might suggest but which are not possible without legislative act. One of them is a test car for testing the track scales at the mills and elevators in the state at which we give official weights. The railroads would gladly haul this car for us free, but they are prohibited by law from doing it, and unless a law is passed which allows this to be done, the freight cost would be prohibitive.

R. D. Jarboe, federal supervisor at Wichita, told of the receipt of a communication from Washington in which information was given that the Bureau of Markets will cease to entertain appeals on purely intrastate shipments after the Grain Corporation goes out of existence. This service was inaugurated under authority assumed by the Bureau under the Lever and Wheat Director Acts.

Mr. Ballantine asked what is the average time cars are held for inspection.

Mr. Hart: At Kansas City 49% of the samples are on the floor before 11:30 a. m. the day of arrival. It therefore requires one day for about 50% of the cars and two days for the remainder.

Mr. Ballantine: If it takes 5 days to get a car to Kansas City from the average Kansas point, and 1 to 2 days for inspection and forwarding; or, if we may assume a total of 10 days for all this service, the cutting off of one day would have the effect of increasing the number of cars available for Kansas by 10%.

Mr. Ballantine then proposed that samples be drawn from cars at points of origin and these forwarded for official inspection, but Mr. Smiley quickly pointed out the impracticability of this and he also showed how a hold track at all inspection points would expedite inspection.

Mr. Hart agreed the establishment of hold tracks generally would expedite the service more than the one day Mr. Ballantine had proposed to clip off, and the latter gentleman admitted this might help and said it should be threshed out at all inspection points now, before the crop begins to move.

Wm. Murphy, Kansas City: The shipper can help much by advising the commission man just what he expects the car to grade, and not what he hopes it will grade. This will eliminate many unnecessary calls for reinspection.

A. R. Upp, Fowler, read an interesting paper on "Discrimination in Distribution of Box Cars":

Mr. Ballantine reviewed the steps leading up to the adoption of the rule contained in Circular No. 74, and said that if a more equitable rule can be proposed he will gladly adopt it if the I. C. C. gives its approval. He admitted Circular No. 74 has not always been applied correctly by some station agents.

Mr. Smiley: There is more detention of cars due to misinterpretation of that rule than to any other factor.

He read the former rule of the Kansas Public Utilities Commission, which provided that cars be set so as to keep all elevators open, or, when this was impossible, that the distribution be made according to the quantity of grain awaiting shipment, and he said that while this rule was in effect his office received no complaints of unfairness.

H. L. Shellenberger, Geneseo, said we never will have a rule that will insure an equal distribution of available cars, and he told how he and his competitors have agreed to share alike in cars obtainable regardless of the provision of Circular No. 74.

Mr. Smiley read the following financial report:

Financial Statement for the Year 1919.

Balance on hand Jan. 1, 1919.....	\$1,352.25
Cash received advertising and directories	1,151.75
Cash received for fees and dues, \$7,199.35; less exchange, \$5.....	7,194.35
Cash received for arbitration award..	25.75

Total receipts

Office supplies	\$ 114.17
Postage	240.00
Telephone and telegraph.....	78.68
Rent	280.00
Stenographer	893.00
Printing	502.55
President's traveling expense.....	264.15
Expense in case 1161 I. C. C.....	28.18
Refund account sight drafts.....	37.90
Attorney fee	14.00
Collected sight draft, Derby vs. Kinsley	25.75
National dues	444.00
Attorney fee in case 9009 I. C. C.....	20.50
Taxes	2.65
H. L. Strong, expense attending Trade Rules meeting	14.41
Secretary's traveling expense.....	778.84
Secretary's salary	3,749.96

Balance Jan. 1, 1920.....

\$7,487.34
2,236.76
\$9,724.10

The report of the auditing committee, showing the records to be correct in all respects, was read by E. L. Brown, Chester, Neb.

Mr. Shellenberger, chairman of the arbitration committee, made report for that committee. He said a total of ten cases had been handled during the year. An earnest appeal for a closer following of the trade rules was made by Mr. Shellenberger, who especially recommended that both parties to a trade observe more carefully the use of written confirmations.

The report of the resolutions committee was read by W. S. Washer, Atchison, and the following resolutions were adopted:

Resolutions.

ECONOMY IN BOX CAR LOADING.

WHEREAS, severe congestion exists on the railroads of the United States, obstructing the free flow of traffic and constricting the finances of the nation especially by preventing the free marketing of grain, and

WHEREAS, marked economies might be effected by the increased use of box cars for merchandise loading direct to stations in the grain belt, therefore be it

RESOLVED by the Kansas Grain Dealers Ass'n in convention assembled that we recommend to the transportation officials of the railroads of Kansas a study of the situation to the end that a new and better system may be evolved for the benefit of all concerned, and under which plan accumulations of merchandise can be made for direct shipments to objective points in the interior there to be made empty and available for grain loading.

It is recommended that the grain dealer confer and co-operate with his local merchants to this end and that the present delay incident to peddling shipments over whole divisions and the delay consequent thereto may be eliminated.

MEASURE OF DAMAGES FOR ERROR IN TELEGRAPH MESSAGES.

WHEREAS, the United States Courts have upheld the conditions printed on the back of the telegraph blanks limiting the liability of the telegraph company for errors or delays, be it

RESOLVED, that we the Kansas Grain Dealers Ass'n in convention assembled at Wichita, this 28th day of May, 1920, petition the Interstate Commerce Commission to order a change in these conditions so as to fix the measure of damages for error in or delay to repeated messages at \$250 and of unrepeat messages at \$50.

APPRECIATION OF D. F. PIAZZEK.

WHEREAS for the period of the war Mr. D. F. Piazzek has been Zone Agent for and Vice President of The United States Grain Corporation, and

WHEREAS in his administration of the onerous duties of his office, Mr. Piazzek has been actuated by ability and fairness and

WHEREAS Mr. Piazzek is now about to retire from his official position, therefore be it RESOLVED by the Kansas Grain Dealers Ass'n in annual convention assembled that we hereby express to Mr. Piazzek our appreciation of his successful administration of the duties of his office, and extend to him our felicitations and good wishes for future success and happiness.

THE TELEPHONE COMMITTEE.

RESOLVED that the present rules, regulations, and charges of the telephone companies operating in Kansas are not right, just, or reasonable, nor in line with service rendered.

Further that the present "Station to Station" call should require that someone connected with the business or firm called must answer the 'phone; otherwise, no charge be made.

Further that we condemn the action of the telephone companies in trying to render service with inexperienced operators, employed at a wage not commensurate with the service required by the public. Be it further

RESOLVED that a committee be appointed, consisting of one member from each Board of Trade operating in Kansas, also from each Grain Ass'n, as well as one member from the Kansas Millers Ass'n to confer with the telephone companies with a view to remedy the existing evils, and if necessary to carry the complaint to the Industrial Court of Kansas for relief.

DISTRIBUTION OF EMPTIES AMONG SHIPPERS.

WHEREAS, under the operation of I. S. C. C. Circular No. 74 pertaining to the distribution, apportionment and allotment of empty box cars to elevators and mills in a given market, there is ordered a pro rata distribution of such cars based upon quantity of grain on hand at the respective plants each Saturday night.

WHEREAS, this condition places the production of the larger plant upon a basis proportionately larger than that of the smaller plant or plants in the same market, therefore be it

RESOLVED, that it is the sense of the Kansas Grain Dealers Ass'n in convention assembled, that we should have restoration of the previous plan of apportionment or allotment to a basis having regard to the loading and forwarding capacity of plants; and cancellation by I. S. C. C. of Circular No. 74.

RESOLVED, further that copy of this resolution be submitted by our Secretary to the Secretary of the I. S. C. C. and such other officials whose aid it may be possible to invoke in this connection.

OBJECT TO GOVERNMENTAL SUPERVISION IN TIMES OF PEACE.

WHEREAS, the United States Grain Corporation expires in authority on May 31, and whereas, the necessity for its continuance no longer exists, therefore be it resolved by the Kansas Grain Dealers Ass'n, in annual convention assembled at Wichita, May 28, 1920, that we deprecate the exercise of governmental paternalistic authority in time of peace and recommend that the Grain Corporation be permitted to expire as originally intended. Be it further

RESOLVED, that copies of this resolution be forwarded to the members of Congress of Kansas and to the President of the United States Grain Corporation and to the President of the United States.

PROTEST TAX ON GRAIN FUTURES.

WHEREAS, Section 703 of H. R. 14089 places a tax of 2c on each \$10.00 in value of all sales of grain or produce for future delivery and whereas, additional tax on transactions in grain for future delivery will add more burden to the present cost of business and to the necessities of life, therefore be it

RESOLVED that the Secretary of the Kansas Grain Dealers Ass'n immediately frame a strong protest against this bill and wire same to each of our Congressmen and Senators.

EQUAL RATES TO NEW ORLEANS AND GALVESTON.

WHEREAS, by reason of inadequate facilities, continued congestion of grain exists at the port of Galveston and

WHEREAS such congestion does not exist at the port of New Orleans, therefore be it

RESOLVED by the Kansas Grain Dealers Ass'n in annual convention assembled at Wichita, May 28, 1920, that the Interstate Commerce Commission be requested to give consideration to the matter of establishing the same rates to New Orleans for export from points on the A. T. & S. F. as now apply to the port of Galveston.

RESOLVED, that a copy of this resolution be sent to the Secretary of the Interstate Commerce Commission.

GALVESTON WEIGHTS AND INSPECTION AT TEXAS CITY.

RESOLVED, that it is hereby petitioned that the Galveston Cotton and Grain Exchange be requested to take over grain inspection and weighing at Texas City, Texas, in order to relieve congestion at Galveston.

RESUME TRADING IN WHEAT FOR FUTURE DELIVERY.

WHEREAS, future trading in wheat has been suspended by the Grain Exchange of the United States during the period of the war and

WHEREAS, the necessity for that suspension no longer exists, therefore be it

RESOLVED that the grain exchanges of Chicago, Kansas City, Minneapolis, and St. Louis are hereby petitioned to resume future trading in wheat at once, beginning with the September option, this in order to avoid the wide price fluctuation which now prevails and that the above exchanges be requested to safeguard transactions in grain for future delivery so as to make these transactions reflect as far as possible the law of supply and demand.

REIMBURSEMENT FOR WHEAT LOSSES.

WHEREAS, in the year 1917 the price of wheat was fixed by the Government, and

WHEREAS, by reason of such price fixing policy of the Government, there was a heavy, unjust and unwarranted loss sustained by the grain dealers and producers of this country.

RESOLVED, that it is the sense of the Kansas Grain Dealers Ass'n in convention assembled that such losses should be paid by our Government.

RESOLVED further, that H. B. No. 13481 and S. B. No. 4196 already introduced in Congress, respectively by Congressman Tincher and Senator Capper, providing protection for both grain dealer and producer be commended to the Senators and Representatives of this State for their earnest consideration and support; and that a copy of these resolutions be forwarded by our Secretary to each Senator and Representative from Kansas.

RELIEF FROM PROGRESSIVE INTEREST RATES.

WHEREAS, the Board of Directors of the Federal Reserve Bank, in an effort to conserve the credit of the Nation, especially in relation to non-essential industries, has placed a progressive rate of interest on loans attained from the Federal Reserve Bank and

WHEREAS, the transportation situation of

the Nation is very badly congested, requiring the use of large sums of money by the grain handlers of the country, comprising the most essential necessities. Therefore, be it

RESOLVED by the Kansas Grain Dealers Ass'n in annual convention assembled, that while we approve the general principle involved, we believe that the application of the progressive rate of interest to loans on grain will be a severe handicap to the grain interests of the Nation and would effect an increase in the high cost of living and defeat the objects sought to be attained. Be it

RESOLVED that the Kansas Grain Dealers Ass'n request that the Federal Reserve Bank rule that the progressive rate of interest be not applicable to loans on grain.

HOLD WHEAT ON FARMS.

WHEREAS, the railroads of the United States are very badly congested and handicapped by lack of power and equipment and

WHEREAS, a large portion of the last crop of wheat still remains in farmers hands with a new crop about ready to market. Therefore be it

RESOLVED by the Kansas Grain Dealers Ass'n in annual convention assembled, that the attention of the farmers of Kansas be directed to this badly congested situation and that they are hereby urged to make every provision possible for holding their wheat on the farms in good condition until opportunity is afforded for the marketing of the same. Be it

RESOLVED, that the secretary be requested to furnish a copy of this resolution to every grain dealer in Kansas for posting in his office, and a copy sent to J. C. Mohler, Sec'y Kan. State Board of Agriculture, and to the press of Kansas.

STATE CHAMBER OF COMMERCE.

WHEREAS, the Kansas State Chamber of Commerce has been formed to further the commercial interests of the State of Kansas and whereas, we recognize the vast possibility for good inherent in such an organization properly managed, be it resolved by the Kansas Grain Dealers Ass'n in annual convention assembled, that we indorse the organization of the Kansas State Chamber of Commerce and hereby pledge it the membership and support of the Ass'n in promoting the development of the resources and commerce of Kansas.

The annual election of officers resulted in the choice of the following:

Pres., W. S. Washer, Atchison; vice-pres., C. C. Isley, Dodge City; sec'y-treas., E. J. Smiley, Topeka. Directors: 1st district, F. A. Derby, Topeka; 2nd district, C. A. Kalbfleisch, Harlan; 4th district, A. Swanson, Coats; Nebraska, J. M. Rankin, Cambridge, Neb.

An amendment to the constitution, providing that dues shall be collected annually instead of semi-annually was adopted.

Adjourned *sine die*.

Convention Notes.

The Omaha market was represented by Frank Foltz.

W. M. Patterson and Weighmaster John Dower represented the St. Louis market.

Salina representatives included J. R. Miller; J. J. Owens; J. P. Parks; J. A. Preble; A. D. Richter.

Visiting grain men and their wives and sweethearts danced at the Country Club Thursday evening.

The Wichita grain dealers' wives entertained the visiting ladies at luncheon Thursday noon at the Shrine Club.

St. Joseph, Mo., representatives included J. W. Daily; Charles A. Geiger; D. P. Maar, representing the Marshall Hall Grain Co.

Enid, Okla., dealers in attendance included Ben Feuguay; Frank Godfrey; A. R. Hacker; J. R. McKnight; William Randels; Hugh Webster.

Des Moines representatives included the following from W. H. Bartz & Co.: W. H. Bartz, pres.; H. D. Harding, vice-pres.; and M. M. Moberly, secy.

Texas dealers in attendance included Walter A. Barlow, Galveston; L. Dodson, Perryton; A. Liske, Canadian; J. E. Rhodes, Perryton; Thomas F. Shaw, Galveston.

Nebraska dealers in attendance included E. T. Blue, Trenton; E. and Frank Bossemeyer, Superior; E. L. Brown, Chester; J. G. Cramer, Chester; F. D. Straley, Superior.

Minneapolis representatives included C. A. Crawl, representing the Marfield Grain Co.; H. I. McMillan; A. F. Owen, representing

the Cargill Commission Co.; H. B. Putman; S. E. Trask.

Insurance men in attendance included Harry S. Brown and F. S. Rexford, representing the Grain Dealers Fire Insurance Co. and Jno. A. Braunagel of the Southwestern Agency.

W. D. Matthews of Mangum, Okla., and John Gabbard of Lone Wolfe, Okla., deserve a lot of credit for driving to the convention over muddy roads, even if they did not arrive until the last session was over.

Oklahoma City was represented by C. B. Cozart of the Cozart Grain Co.; C. F. Prouty; Harry L. Stover representing the Oklahoma City Mill & Elevator Co.; Jerome V. Topping representing the Stinnett Grain Co.; Fred M. Straughn.

Topeka was represented by A. H. Bennett of the Bennett Commission Co.; F. A. Derby of the Derby Grain Co.; S. R. Duckett of the claim department of the Kansas Grain Dealers Ass'n; Edward C. Paxton, Kansas field agent of the Bureau of Crop Estimates; and E. W. Sigman.

Badges were furnished by the White Star Co., and the registration of the dealers was in charge of I. D. Allison of the White Star Co. and F. S. Rexford of the Grain Dealers Fire Insurance Co. Over 730 registered. This did not include 100 ladies who got more pleasure out of the meeting than any of the men.

N. D. Ballantine, Supt. of Transportation of U. P. R. R., came in his private car and brot three Union Pacific assts. with him. Mr. Ballantine sat thru all the sessions, participated in the discussions and helped to set right the misinformed. Other railroad men present were: H. C. Bridgewater, traveling freight and passenger agent of the Illinois Central, and C. E. Staley, commercial agent for the same road at Kansas City.

Dealers from Oklahoma points included T. C. Cones, Lamont; A. W. Crawford, Moreland; G. M. Cassity, Tonkawa; R. M. Francis, Mountain View; Harry Fulkerson, Carmen; John Gabbard, Lone Wolf; E. W. Glasgow, Dacoma; George Ingram, Salt Fork; W. B. Matthews, Mangum; Dick O'Bannon, Claremore; F. G. Olson, Guthrie; G. C. Rhodes, Kremlin; B. K. Smoot, Guthrie; C. H. Stevens, Jet; S. Schupbach, Burlington; L. O. Street, Woodward.

Supply trade men present included: C. L. Trapp and J. B. Byers representing Trapp-Gohr-Donovan Co., showing model of Trapp Dump; A. T. Gibson with a model of the Automatic Truck Dump; F. S. Harshbarger and F. M. Walters exhibited model of the Globe truck dump; A. G. Click, Richardson Scale Co.; F. L. Callicotte and J. C. Dennis of Howe Scale Co. exhibited tester bucket, platform scale, grain trier, car puller and spouts; I. D. Allison and Tom Curless of White Star Co.; E. F. Ernest, Federal Eng. Co. of Topeka; J. B. Ruthrauff, Huntley Mfg. Co.; H. P. Topping, and F. R. Seymour.

Even the rain and damp weather of Thursday afternoon was welcomed by some, for the "selected" lambs to be initiated into that deep and mysterious order of Niargs were prevented from most of the fun that was in store for them. The weather proved a great shock absorber, and thereby released the "selected" from many a little jolt. However, the entertainment of the afternoon, outside of singing "I'm a little prairie flower," was a great success. Three good bouts were run off on schedule time, but when five African battlers started the Battle Royal, the old circus tent in Hellers Grove shook with cheers.

Souvenirs included pencils from W. H. Bartz & Co.; Bossemeyer Bros.; Dilts & Morgan; and Goffe & Carkener; a penholder from the Hutchinson Grain Co.; a celluloid blotter cover and blotters from the J. W. Craig Grain Co.; a combination button hook and bottle opener from the Blood-Pickerill Grain

Co.; a celluloid pencil holder and eraser from the Hodgson Grain Co.; a convention hat from the Baker-Evans Grain Co.; a leather match case from the Williamson Grain Co.; a leather diary and pocket atlas from the J. Rosenbaum Grain Co.; a silver Eversharp pencil from the Ayres Grain Co.; a weather barometer and a brass bullet pencil holder from the Frederick Grain Co.; and a leather key case from the Sun Grain & Export Co.

Hutchinson representatives included A. Leonard Ayres; C. N. Colby representing the Hutchinson Grain Co.; R. C. Davidson; "Heinie" Graves; J. Hausam of Jay Hausam & Co.; Louis Hausam of Hausam-Bateman & Co.; W. H. Hastings, representing the John Hayes Grain Co.; Fred Hauser; Ed. Huckstep; H. W. Hutchinson, chief inspector; A. F. Koch, auditor, Farmers Co-operative Grain Dealers Ass'n of Kansas; C. A. Lovell, Tom Brown and U. L. Shelton representing Jay Hausam & Co.; A. McReynolds, representing the Farmers Co-op. Commission Co.; J. B. McClure of the James B. McClure Grain Co.; E. A. Mowery, representing the Hutchinson Grain Co.; C. C. Ogren; Gus Oswald; L. H. Rethorst; C. A. Tabb, representing the Larabee Flour Mills; J. W. Vandavie, representing the Union Grain Co.; W. C. Van Horn, representing Goffe & Carkener; E. J. Whalen; L. D. Walker; R. O. Yates.

Kansas City dealers in attendance included Frank Barrett; Henry Bird representing the C. V. Fisher Grain Co.; E. M. Black and T. A. Dunway representing the Thresher Fuller Grain Co.; F. D. Bruce and M. C. Bruce of the Bruce Bros. Grain Co.; E. E. Bryson representing the Root Grain Co.; R. T. Cawthon; O. G. Coop and W. Kopp representing the Beyer Grain Co.; Carl Congleton; F. B. Conner; D. L. Croysdale of the Croysdale Grain Co.; Scott Dillon representing the Stevenson Grain Co.; J. C. Dopp and C. G. Hodkins representing the Shannon Grain Co.; Arthur Freeman of the Ernst-Davis Grain Co.; W. W. Fuller; W. C. Fuller representing the Addison Grain Co.; J. W. Gerhardt and J. H. Lawrence representing the Hipple Grain Co.; Fred Godfrey; D. C. Hauck representing the Moore-Lawless Grain Co.; M. W. Hayward representing B. C. Christopher & Co.; L. M. Hicks and A. D. Thomason of the Root Grain Co.; W. G. Hoover of the Davis Grain Co.; J. H. Hollister; A. T. Ingman representing the Mensendieck Grain Co.; W. L. Johnson; E. M. Jolly; R. A. Kelly representing the Norris Grain Co.; A. A. Kennedy; C. W. Lawless, Jr., of the Moore-Lawless Grain Co.; J. F. Leahy; Allen Logan; Allen Logan, Jr.; H. F. McMillen; Winifred J. Mensendieck of the Mensendieck Grain Co.; E. C. Meserve, Jr., representing the Hall-Baker Grain Co.; J. B. Mitchell; H. G. Miller; S. H. Miller; Loren J. Morgan of Dilts & Morgan; Claude Nicholson; S. J. Owens and A. W. Stewart representing the Twidale-Wright Grain Co.; W. M. Patterson; L. A.

Patterson; John Rawlins; Ernest E. Roahen of the Roahen Grain Co.; Jim Russell; Tom D. Savage; Harley Scott, R. Y. Smith and J. N. Frankel representing the J. Rosenbaum Grain Co.; Tod Sloan representing B. C. Christopher & Co.; C. G. Smith; Ernest P. Smith representing the Davis Grain Co.; Chas. Stewart and J. D. Tinklepaugh representing the Ernst-Davis Grain Co.; G. M. Vogt representing the Larabee Flour Mills; C. E. Watkins; J. H. Woolridge; Harry F. Warnock.

A special program of entertainment was prepared for the visiting ladies. More than 100 accompanying their husbands to the meeting, and all were well entertained each day of the meeting. On the first day autos took them to points of interest in Wichita. On the second day a luncheon was held at the Shire Club and the same evening a dance at the Country Club. On the third, or last day of the convention the ladies were given an auto ride out into the country, returning in time to attend the banquet at the Forum Annex. The com'te of Wichita ladies in charge of the entertainment follows: Mrs. R. B. Waltermire, Mrs. E. F. Beyer, Mrs. J. H. Beyer, Mrs. I. H. Blood, Mrs. Alva Schaefer, Mrs. C. M. Clark, and Mrs. John Hayes.

Kansas shippers in attendance included: J. D. Adams, Eudora; G. Bain, Geneseo; W. J. Blackburn, Elkhart; Wallace Branch, Liberal; Chas. Burle, Anthony; T. J. Byrnes, St. Marys; Geo. W. Calkins, Harveyville; V. P. Campbell, Clay Center; W. L. Cannon, Kismet; J. B. Carr, Coffeyville; F. C. Coffey, New Salem; A. Combs, Brenham; L. A. Coons, Trousdale; H. Conrad, Lincolnville; G. M. Davis, Allen; A. J. Davis, Altamont; C. C. Douglas, Goodland; G. W. Douglass, Athol; A. L. Driver, Plains.

J. G. Fay, Belle Plain; Bert Finch, Prairie View; G. A. Forse, Falun; N. W. Fulkerson, Maize; O. R. Gallowsay, Clearwater; Sam Gamble, Elkhart; W. W. Gibbons, Meade; R. L. Gillingham, Frederick.

G. G. Griffith, Clearwater; Glenn Griffith, Uniontown; J. E. Grubb, Marion; Ed. Hagen, Rock Creek; R. E. Harrington, Baker; Hugo Hed, Falun; C. Heller, Solomon; W. T. Heitschmidt, Lorrain; C. Helley, Solomon; W. H. Hines, Peabody; W. L. Huffman, Arkansas City; J. H. Huseman, Geneseo; C. Huxtable, Latimer; F. A. James, Burden; J. Janousek, Ellsworth.

C. A. Kalbfleisch, Harlan; J. E. Kessler, Altamont; J. M. Kiou, Norcat; W. P. Kiesen, Dodge City; C. H. Konantz, Uniontown; Frank Konovalske, Bellville; D. E. Krehbiel, Pretty Prairie; J. R. Ladlie, Liberty; G. Lake, Rock Creek; C. W. Lewis, Hardtner; James Larkin, Latimer.

J. W. Ling, Hanston; J. A. Lyons, Langdon. Roy McMillan, Downs; E. M. McGaffin, Pratt; R. F. Malaby, Ellsworth; J. A. Martney, Atchison; N. H. Mikesell, Rydal; R. H. Miller, Clafin; K. R. Mohn, Ellinwood; A. J. Moore, Caldwell; T. C. Moore, Caldwell; R. C. Moore, Plains; P. T. Nickel, Buhler; I. N. Nixon, Ogallah; G. J. O'Neill, Raymond; E. V. Osman, Holywood; G. H. Ott, Felsburg; J. M. Patterson, Carbondale; W. F. Peacock, Maryville; E. H. Peden, Marquette; W. W. Perea, Iola; M. E. Pierce, Marion; L. C. Pierce, St. Francis; H. F. Probst, Arkansas City.

Ira Rankin, Kinsley; Elmer Riley, Wilroads; Steve Roach, Englewood; C. M. Sheehan, Atchison; S. R. Scott, Neosho Falls; H. L. Shellenberger, Geneseo.

W. A. Shroeder, Lyndon; C. C. Smith, Conway Springs; Fred M. Smith, Spearville; S. D. Smith, Bellville; W. J. Straley, Frederick; E.

M. Stull, Palco; J. P. Summerhauser, Andale; M. H. Taylor, Hewins; A. E. Thompson, Aurora; B. Tippy, Maize; A. R. Upp, Fowler; A. W. Vernon, Emporia.

W. S. Washer, Atchison; M. F. Weather, Ft. Scott; A. Wentz, Leon; J. T. Whetstone, Abbyville; H. Work, Ellsworth; L. F. Ysaton, Goodland.

THE SOUTH AFRICAN MILLING Co's. grain elevator at Port Elizabeth burned some time in the early part of April, together with 4,000 tons of wheat. The damage, estimated at between £80,000 and £100,000, is fully covered by insurance.

GREAT BRITAIN, thru its food controller, has made certain rules and regulations governing the retail trade in rice in the United Kingdom. Included in these are the following, in brief: no rice, other than glazed Burma rice, shall be sold at retail at a price exceeding the rate of 7 pence, or 14 cents, per pound, and no glazed Burma rice shall be sold by retail at a price exceeding the rate of 8 pence, or 16 cents, per pound. No ground rice, rice flour, flaked rice, or other similar rice product, shall be sold at retail for more than 7½ pence, or 15 cents, per pound, except where such article is of a proprietary brand and is packed in cartons it may be sold at a rate not exceeding 8½ pence, or 17 cents, per pound. No additional charge shall be made for bags or other packages or for giving credit or making delivery. A person shall not sell or offer or expose for sale or buy or agree to buy any article to which this order applies at prices exceeding the prices fixed by this order.

The Result of a Hot Head.

Every father of experience warns his boy to keep a cool head, but the average elevator operator overlooks the fact that this applies to his elevator as well as to his son.

The elevator of A. H. Retzlaff, at Sutton, N. D., recently became possessed of an overheated head, a practice as common with grain elevators as with young boys.

In this case the heat was caused by lack of lubrication, lack of alignment of head pulley shafting, or a congestion in the boot. The resulting friction in the head resulted in fire and the destruction of a 25,000 bushel elevator, together with 9,000 bushels of wheat. The building was insured for \$10,000, while the grain was fully covered. The salvage is illustrated herewith.

The wood elevator which is not equipped with the modern man lift, is not likely to have its cupola inspected as frequently as one whose upper stories are easily accessible to everyone about the plant.

The overloading of one side of an elevator, or the unloading of the opposite side, has been known to result in all shafting getting out of alignment. Hence, it is necessary that the bearings of every plant be watched carefully and inspected frequently.

Leg belts even of reinforced concrete elevators have been known to become clogged and burned.



A. H. Retzlaff's Elevator at Sutton, N. D., During and After the Fire.

Seeds

CHATTANOOGA, TENN.—In several cases wheat has been plowed under and sown to soybeans.—C. E. Server, chief inspector, Chattanooga Hay & Grain Exchange.

CORDELE, GA.—The Georgia-Florida Seed Co. is a new firm recently organized for the handling and production of southern field and garden seeds. R. L. Webb is manager.

THE FRENCH EMBARGO, prohibiting the export of clover seed except under license from the French Minister of Finance, was removed May 23. This decree had been in effect since March 26, 1920.

MILWAUKEE, WIS.—The North American Seed Co., recently organized with a capital stock of \$125,000 will handle seeds and grain. The principal stockholders are J. P. Kettenhofen, M. J. Witteman and Carl Rix.

MINNEAPOLIS, MINN., June 2.—Undoubtedly considerable flax will replace wheat in the northwest. Flax seeding has been retarded in many sections because of the dry soil condition. Without favorable weather that sown after June 1 will be in danger of damage by the early frost. Clover acreage in North Dakota also will be greatly increased.—Van Dusen-Harrington Co.

BEANS are as safe a crop as the Michigan farmer can grow because dumping of army beans on the market is nearly over; the California bean crop is only 30% of last year's crop; the Japanese bean crop has been damaged 60%, and fear of an American tariff against oriental beans has prevented acreage increase in oriental countries, reports Prof. Cox, of the Michigan Agricultural College.

DES MOINES, IA.—In southern Iowa a considerable acreage will be planted to sudan grass, millet, sorghum and other late crops because of the unusually backward season. Much of the southern Iowa acreage was originally intended for oats, then later was intended for corn and would probably have been planted to corn had the weather and soil been favorable.—Charles D. Reed, meteorologist and director, U. S. Dept. of Agri.

SEED for Jaragua grass, grown extensively in Brazil, has been introduced into the coast provinces of Australia. This grass thrives only in tropical or semi-tropical climates. In Brazil, after planting the grass is cut for hay for from 10 to 12 months, is allowed to seed and is then threshed. The straw is not used and Brazilians usually burn it to the ground before replanting the ground with other crops. Reports of Australian newspapers indicate that the warm coast provinces are in need of seed for a hay that will thrive in that climate. At present it is almost impossible for the American seedsmen to compete in this Australian business because of the preference given the British seedsmen in tariff rates.

Seed Movement in May.

Receipts and shipments of seeds at the various markets during May, compared with May, 1919, were as follows:

FLAX SEED.			
	Receipts—	Shipments—	
	1920	1919	
Chicago, bus.	102,000	128,000	5,000
Duluth, bus.	59,388	278,323	123,860
Milwaukee, bus.	15,940	55,200	304,495
Minneapolis, bus.	307,790	.....	18,880
TIMOTHY.			
	1920	1919	
Chicago, lbs.	733,000	2,398,000	1,608,000
Milwaukee, lbs.	60,000	635	236,409
Toledo, bags	1,176	3,135	4,817
CLOVER.			
	1920	1919	
Chicago, lbs.	4,000	88,000	159,000
Milwaukee, lbs.	156,219	121,105	100,600
New York, bags	972	.....	160
Toledo, bags	567	45	542
OTHER GRASS SEEDS.			
	1920	1919	
Chicago, lbs.	625,000	1,359,000	870,008

ST. LOUIS, MO.—William L. Malkemus, prominent St. Louis seedman, was married recently to Miss J. M. Jones.

DUBLIN, GA.—The Farmers Co-Operative Grain Elevator plans to enter the seed business for the purpose of supplying pure grown corn and grain to the producers in surrounding country.

LOANS to farmers of the province of Manitoba this year for the purchase of seed grain exceeded any year since the provision was introduced. Last year the loans totalled \$125,000 while this year it is expected that they will reach \$300,000.—B.

NEW YORK, N. Y.—A surprise to his many friends was the death of Maurice Fuld, for years in the wholesale and retail seed business in this city. Mr. Fuld was found dead in his New York apartment on May 27, death having been caused by heart disease.

SEATTLE, WASH.—The Seattle Seed Co. has acquired the services of Alex Galbraith, formerly in charge of the seed department of the Washington state department of agriculture. J. E. Curry, a federal grain inspector during the war will succeed Mr. Galbraith.

CHICAGO, ILL.—Members of the Board of Trade engaged in the seed business have been considering a revision of the rules of the Board for grading timothy and clover seed to state definite percentages and make the grading more acceptable to the general trade. Their suggestions were put before the directors recently and by them turned over to the regular seed committee of the Board, of which J. J. Fones is chairman, and some action probably will be taken as soon as Geo. S. Green, who is a member, gets out of the hospital.

THE TEXAS SEED DEALERS ASS'N held its annual meeting at the Hotel Galvez at Galveston, Tex., on May 29 and 30. Included in the business transacted was a discussion of subjects of importance to the seedman; the changing of the name of the organization to the Texas Seedmen's Ass'n so that any firm or individual that handles agriculture seed on a commercial basis may be included in membership; and the election of the following officers: Pres., M. L. Webster, Waco; vice-pres., F. E. Furry, Beaumont, and secy.-treas. O. N. Templeton, Waco. Retiring president Hargrave gave a dinner party to the dealers in attendance immediately following the meeting.

ARGENTINE SEED shipments to the United States for the year ending December 31, 1919 were as follows: alfalfa seed, 2,015,263 lbs., valued at \$599,650; canary seed, 6,932,324 lbs., valued at \$470,090; flaxseed, 9,649,112 bus., valued at \$30,800,795; sunflower seed, 3,477,484 lbs. valued at \$183,765; beans, 35,795 bus., valued at \$145,457; and peas 22,728 bus., valued at \$31,918; compared with shipments the preceding year ending December 31, 1918, of alfalfa seed, none; canary seed, 4,269,182 lbs., valued, \$359,019; flaxseed, 8,246,258 bus., valued at \$19,569,524; sunflower seed, none; beans 7,432 bus., valued at \$28,674, and peas, 3,750 bus., valued at \$18,875.

EAST LANSING, MICH.—Michigan prospective bean acreage is apparently somewhat below normal. The extremely late spring, which has retarded the planting of spring grain crops and crowded the corn planting season into a few days and the greatly decreased beet acreage may result in a larger acreage of beans than was originally expected. It is hoped that enough farmers in the bean growing districts will have reconsidered the bean situation and will swing back in line with their usual acreage of beans. The labor situation has prevented many bean growers from planting their usual acreage. Under present conditions beans are not a crop for the beginner but good bean growers who know how to handle the crop can plant the beans this spring with confidence.—Prof. J. F. Cox, Farm Products Dept., Michigan Agricultural College.

TORONTO, ONT.—The Gold Medal Seed Co. has been registered.

WEST BEND, WIS., June 5.—Clover is poor in this locality.—Pick Bros. Co.

MARSHFIELD, WIS., May 29.—A large crop of grass and hay in sight.—Sparr Cereal Co.

MADISON, WIS.—The Marinette Seed Co. has been incorporated for \$50,000 by H. R. Goldman, S. E. Eastman and J. K. Cleary.

GAGE, OKLA., May 29.—About 100 cars of kafir and milo still to be shipped from this point. We are loading from two to four cars a week. There are 25 cars still on the farms.—J. R. Barry, Farmers Co-op. Ass'n.

From the Seed Trade

WINONA, MINN.—Owing to the late season for wheat, oats and other grains we have had a big demand for all late sowing seeds and grains. At present there is a big demand for flax for seed. We look for a large demand for buckwheat for seed later on.—The Northern Field Seed Co.

DUNLAP, MO.—Very few persons in this locality have taken to the production of alfalfa. What is raised is in very small patches. The soil is not adapted to its growth because it is deficient in lime. Then, too alfalfa winter kills in this section of Missouri because there never is a great amount of snow to protect it.—Stanley Walker.

KANSAS CITY, MO.—We are expecting a fairly liberal acreage devoted to the production of Sudan grass this season. How much of it will be saved for seed we cannot determine at this time. As far as we know no attempts have been made as yet to utilize the seed of Sudan grass for use in meals like flaxseed is used at present.—J. G. Peppard Seed Co.

TOLEDO, O.—Seeds show strength. Unlike our platonic beer, clover has a kick. Market shows strong resistance to extended swings either way. Twenty-four dollars is a hard spot for October. Seems to be the "stop-stop" signal. Market was lower early this week on lack of demand. Breaks only serve to uncover the buying orders, while bulges inspire profit taking and short selling. A good market for action and quick turn-over. Will last year's price performance be duplicated?—Southworth & Co.

TOLEDO, O.—Clover is taking its spring snooze. No material activity or decided fluctuations are probable in this month. Hay prospect is favorable in most sections. A good hay crop does not necessarily mean a large seed crop. July and August weather will largely decide. Hay harvest will be late unless June is warmer than usual. Best seed crops follow early hay harvests. Most of the seed crop is Medium which is not harvested till September. What will the foreign crop be? Imports last season were large. Foreign exchange has since advanced which makes our prices less attractive to Europe. France and Italy are the big exporters.—C. A. King & Co.

TOLEDO, O.—Timothy at a standstill this week, very little doing. Scarcely any change in prices except in March. Sellers prefer that month. Get as far away as possible with their short sales. March not likely to be active unless should go to too big a discount and attract buyers or invite spreads, purchase of March and sale of some other month. Been a little inquiry for spot seed from eastern points but no trade resulted, awaiting further developments. Market likely to stay in a rut until late in July unless conditions change materially.—J. F. Zahm & Co.

THE SEEDSMEN of St. Louis will attend the American Seed Trade Ass'n convention and the Wholesale Grass Seed Dealers' Ass'n meeting at Milwaukee, June 21, 22 and 23rd in body, in an effort to secure for St. Louis the 1921 convention of these two ass'n's. The

last time the city was honored with these conventions was during the Worlds' Fair year, 1904. St. Louis is centrally situated, can be reached from nearly all points of the country without change. The hotels, entertainment features of this city could hardly be surpassed. The seedsmen will be ably assisted in their efforts towards securing the above conventions by the Merchants' Exchange, the Chamber of Commerce, the Conventions' Bureau and also by the honorable Mayor of St. Louis, Henry Keil. Quite a number of seedsmen from over the entire country attended the convention held at St. Louis last October of the Grain Dealers' National Ass'n, and the St. Louis seed dealers are of the opinion that the Seed convention can be taken care of in like manner. St. Louis will be represented at the convention in Milwaukee by at least 20 delegates and it is their hope that a favorable impression will be made on other delegates, so that this city will be favorably considered for 1921. The committee is composed of Clifford Corneli, Arthur W. Schisler, Sam C. Vail and Chas. H. Appell.—C. H. Appel.

New Seed Law for New York.

A new seed law, following closely the uniform seed law, has been enacted in New York becoming effective July 1, 1920, as a result of the appeal of legislators to the Agricultural Experiment Station for assistance. There are only two or three digressions from the uniform seed law. A summary of the law is herewith given.

Agricultural seeds are defined as Canadian blue grass, Kentucky blue grass, orchard grass, red top, timothy, brome grass, fescues, millets, tall meadow oat grass, Italian rye grass, kafir corn, perennial rye grass, sorghum, sudan grass, and other grasses, alfalfa, alsike clover, crimson clover, red clover, white clover, sweet clover, vetches, rape, flax, buckwheat, barley, corn, oats, rye, wheat and other cereals.

Every lot in containers of ten pounds or more shall bear a label stating the common name; the purity; per cent of weight of weed seed, meaning noxious weeds as defined later and all seeds not listed as agricultural seeds; the name of each noxious weed present singly or collectively, noxious weeds including quack grass, wild mustard, other Brassica species, Canada thistle and dodder; germination per cent with month and year of test; name and address of vendor.

Mixtures of alsike clover and timothy, alsike and white clover, red top and timothy, alsike and red clover, when sold in lots of ten pounds or more must bear a label with the following information: that such a seed is a mixture; name and per cent by weight of each kind of agricultural seed in excess of 5 per cent; per cent by weight of weed seeds; noxious seeds in excess of one in 15 grams; per cent of germination of each seed in excess of 5 per cent by weight; name and address of vendor.

Special mixtures, with certain exceptions, when sold in containers of 8 ounces or more, must bear a label stating that such a seed is a mixture; name of each agricultural seed in excess of 5 per cent; per cent by weight of weed seeds; per cent by weight of inert matter; name of noxious weeds present singly or collectively in excess of one in 15 grams; name and address of vendor.

The exemptions include: seed when sold for feeding, etc., only; when sold to be re-cleaned; when held for re-cleaning; when such seeds consist of buckwheat, barley, corn, oats, rye, wheat or other cereal sold by the grower thereof on his own premises and delivered to the vendee or his agent or representative personally on such premises.

Regulations for analysis and reports are made, and the commissioner is empowered to adopt reasonable rules and regulations to secure enforcement of this act. Any citizen of the state of New York may submit samples for test.

Iowa Seed Dealers at Des Moines.

The annual meeting of the Iowa Seed Dealers Ass'n was held June 1, at Des Moines in the rooms of the Chamber of Commerce, with headquarters at the Savery Hotel.

The meeting was called to order by Pres. M. Kurtzweil, of Des Moines, who, in a brief address, reviewed the problems confronting Iowa seed dealers. Reports were received from the various com'tes, each of which gave evidence that the Ass'n was in splendid condition.

Sec'y A. M. Eldridge, of Shenandoah, read his report from which we take the following:

Secretary's Report.

The past year has been a busy one, but you fellows have been as busy as anyone, I am sure. Not many of you have replied to my letters although I want to thank particularly the members of the Executive Com'te for the active way in which they have responded and for the loyal support they have given me as sec'y.

I wish also to thank those of you who have responded to my collection letters and while we do not have a clean sheet this year, as we did last, we have only four firms who have not paid up to date. Let me explain that in the few cases it has been our custom to collect dues once, from firms operating several different plants. This is true in regard to the Talbott interests of Keokuk, Osceola and Corydon, also in regard to the Iowa Seed Co., and the Des Moines Seed Co., also Bowles, Billings & Kessler Grain Co., of Algona and Marshalltown, altho they have dropped out, but will likely come in again under another name.

Mr. Kling of the Hamilton Seed & Coal Co., of Cedar Rapids, should have a vote of thanks, on account of the new members he has brought in, subject to the action of this convention, they are as follows:

The Jefferson Seed Co., Jefferson; The Kester Hall Seed Co., Waterloo; Hall Roberts' Son, Postville; The Emmetsburg Seed House, Emmetsburg; F. Mueller & Son, Calamus, and May Seed & Nursery Co., Shenandoah.

All these firms have made their initial payments and are recommended for admittance, by the membership com'te and the executive com'te as well.

Thru the kindness of Prof. Hughes, I received an invitation to attend a meeting of the Seed Analysts of North America, held at St. Louis on Dec. 29 and 30, 1919. The program looked so good to me that I promptly got in touch with the executive com'te, and upon their advice attended this convention. I not only found it profitable and interesting, but found several other members of the Iowa Seed Dealers organization present. On my return I sent a letter to each Iowa firm regarding this meeting.

At this time there is great activity in regard to laws and legislature. The legislative com'te, elected by this organization, has been awake to the fact that Iowa needs better seed laws. Laws have been proposed and found wanting. Our com'te has accepted the co-operation of Prof. Hughes, and Mr. Geo. Wrightman, of the Iowa Manufacturing Ass'n and I think will have something to report at this meeting. I feel that we are greatly indebted to both of these gentlemen, for their able efforts and while we have not always followed their advice, I can't help but feel that they are on the right track.

What I think we want is to get together in an effort to formulate something reasonable, workable and fair. Then simply comply.

The Code commission has a proposed law now printed, and you can get copies of it. There are some copies here today. I do not know if this is the result of the work done by Prof. Hughes and Mr. Wrightman and our legislative com'te or not. It is shorter than some of the former proposed laws and is shorn of some of the objectionable clauses, of its predecessors.

Some of our folks are inclined to criticize it however and it will be up to you to look it over and see if this proposition is something that you can support.

The Western Seed Dealers Ass'n, as well as the American Seed Trade Ass'n, are working along the same line in an endeavor to formulate if possible a National seed law or at least a uniform law.

It is to be regretted that some antagonism exists, not prominent in Iowa, that I know of, but some have branded seed dealers as a bunch of crooks and some seed dealers have branded the law maker as radicals. Now, what we must do gentlemen, if we accomplish what is right and just, is to bury the hatchet without marking its resting place and be willing to yield some points and let's have this done in a way that we will be proud of, when it is finally completed.

Dr. L. H. Pammel, of the Iowa State College, explained in detail the object of the Iowa Seed Bill, known as Code Commissioners Bill, No. 64, now before the state legislature. He said: There has been much dis-

cussion as to whether you could make amendments to this bill that would further protect you. If you will read it carefully you will find that it is very wide in scope, and that it does not need amendments. I would suggest that you all get back of it and give it your support as it now stands. From my experience I have found that concerted action on a matter of this kind, leads to quick action. Should you get into wrangling discussions about it, adding amendments and the like, its passage will be delayed.

Following Dr. Pammel's talk, those present engaged in discussion of the different features of the proposed bill.

M. Kurtzweil suggested that an amendment be offered providing for a system of grades and inspection that would do away with the clerical work made necessary by the present method of tagging. No action was taken in the matter.

Prof. H. D. Hughes, of Iowa State College, gave an interesting talk on soy bean culture, and the progress being made in this work at the college farms. He also told of the results obtained from the crossing of different varieties of corn.

Prof. A. T. Erwin, of the Iowa State College, gave a brief talk on cabbage culture.

H. A. Johns, of Sioux City, urged more care in the planting and handling of potatoes.

The following officers were elected for the coming year: Pres., C. G. Ouren, Council Bluffs; vice-pres., H. W. Talbot, Osceola; sec'y, A. M. Eldridge, Shenandoah; treas., J. T. Hamilton, Cedar Rapids.

At noon the visitors were the guests of the Ass'n at an elaborate dinner served in the private dining room of the hotel. While no speeches were made, there was much talk among those present. In the course of the meal it developed that several of the dealers had acquired a strong liking for milk, indicating that the 18th amendment made no difference with them.

In accordance with the constitution of the Ass'n next year's meeting was set for the first Tuesday in June to be held in Des Moines. It was also voted that the Ass'n should hold a field day and meeting at Ames, Iowa, in the fall. This meeting to be subject to the call of the Sec'y. This will give the members of the Ass'n the opportunity of inspecting the experiment stations at the college, and give them a better idea of what is being done to further their interests.

The visiting dealers included: F. A. Starry, of Rudy-Patrick Seed Co., Kansas City, Mo.; H. Sunfield, Wichita, Kan.; A. C. Hansen, of Albert Dickinson Co., Chicago; F. O. Allshouse, Keokuk; J. F. Sinn, Clarinda; J. C. Eldridge, Emmetsburg; L. Teweles, of L. Teweles Seed Co., Milwaukee; J. T. Hofler, Nora Springs; Guy M. Purcell, Evansville, Ind.; Leonard Condon, Rockford, Ill.; C. G. Ouren, Council Bluffs; H. A. Johns, Sioux City; G. M. Chambers, Shenandoah; B. H. Adams, Decorah.

American Seed Trade Ass'n in Convention.

The thirty-eighth annual convention of the American Seed Trade Ass'n will be held in Milwaukee, Wis., June 22, 23 and 24, with headquarters at Hotel Pfister.

The program for the opening session, June 22, follows: Seed Testing Experience, by A. L. Stone, of the State Dept. of Agriculture, Madison, Wis.; Nomenclature, by J. Horace McFarland, Harrisburg, Pa.; The Fine Turf Grasses, with special reference to the seed supply, by R. A. Oakley, U. S. Dept. of Agriculture, Washington; Trade Ethics and Trade Practices, by Kirby B. White, D. M. Ferry & Co., Detroit, Mich.

The order of business includes reports of the sec'y and treas., election of members, reports of com'tes, reading of communications, unfinished business, new business, general discussions, annual election and installation of officers.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Little Rock, Ark.—Our new organization will handle all branches of the grain and cotton seed products on a strictly brokerage basis. E. L. Farmer will specialize on coarse grains and Mr. Wilson on cotton seed products, etc. We are for the present on the 2'd floor of the Bankers Trust Bldg.—Farmer-Wilson Co., a consolidation of the E. L. Farmer Co. and W. R. Wilson & Co.

Fort Smith, Ark.—I underwent a very serious operation on Mar. 7th and was confined to The St. Edwards Hospital for 7 weeks and I am still unable to attend to business, but it is not my purpose to discontinue my business, on the contrary, I expect to handle a larger volume of business than ever when the new crop starts moving. I am doing business as The Broadus Brokerage Co., and have not, and do not at the present time contemplate any change in this business, as has been rumored.—Jno. A. Broadus.

CALIFORNIA

LOS ANGELES LETTER.

Los Angeles, Calif.—Willitts, Patterson & Green suffered a \$75,000 fire loss recently.

Los Angeles, Calif.—Geo. H. Martin will resume his grain business June 1. He has served as the representative of the U. S. Grain Corporation for the last 2½ yrs. in Southern California.

W. B. Waterman has succeeded D. M. Thomson as treas. of the Grain Exchange. A farewell dinner was tendered Mr. Thomson, by his fellow directors and he will carry a hearty "God Speed" from all of them on his trip. He is making an extensive visit to Scotland.

CANADA

Peterboro, Ont.—The Peterborough Cereal Co., Ltd., incorporated for \$1,000,000.—B.

Hastings, Ont.—John Collings, who formerly conducted a grain elvtr. here, died in his 76th year.—B.

Winnipeg, Man.—The Leitch McLean Elvtr. Co. has bot the 17 elvtrs. of the Imperial Elvtr. Co. and one from Hallet Cary.

Victoria, B. C.—J. G. Kellam, mgr. of the grain department of Burdick Bros. has resigned and is now in Vancouver with Grant, Whyte & Co. Ltd.

Ottawa, Ont.—Addressing a conference of Western supporters of the Government, Dr. Robert Magill, with a deputation from the Winnipeg Grain Exchange, declared that in all probability Canadian wheat this year would sell anywhere between \$3.00 and \$5.00 a bus.—B.

Oberlin, Ont.—Lighting struck the elvtr. of Parrish & Heimbecker, June 4, and it was completely demolished. At the time of the fire there was no grain in the elvtr. however and loss is only on building and machinery. The elvtr. will be rebuilt at once so as to handle this year's crop.

COLORADO

Amherst, Colo.—C. L. Bennett, of Holyoke, is now our mgr.—Farmers Co-op. Elvtr. Co.

Haxtum, Colo.—W. L. Lummis is now mgr. for our company.—Farmers Grain Trading Co.

Akron, Colo.—Jos. L. Hall has succeeded O. P. Ellis as our mgr.—Farmers Mig. Merc. Co-op. Ass'n.

Sterling, Colo.—The Longmont Farmers Mfg. & Elvtr. Co. of Longmont, will build a large concrete elvtr. at this point. The company has completed 2 elvtrs. at Bloomfield and is building also at Willard and Keensburg.

Julesburg, Colo.—I am the new mgr. of the Julesburg Co-op. Grain Co. and am in charge. We have installed a new Trapp Dump.—L. E. Wise, Mgr.

Sedgwick, Colo.—We expect to build a warehouse 19x40 ft. and also coal bins for from 8 to 10 cars capacity.—F. Sieck, mgr. Sedgwick Farmers Elvtr. Co.

Fort Collins, Colo.—The Moody-Warren Commercial Co. has let contract to J. C. Burrell Co., for a new elvtr. It will be equipped with up-to-date machinery, including scale, cleaners, dumps, and other conveniences for the modern elvtr. This replaces the house burned Jan. 20.

IDAHO

Wilder, Ida.—The Wilder Equity Co. will install a Midget Marvel Mill in its elvtr.

Nampa, Ida.—Otto Knoche, mgr. of the Nampa Elvtr., has received notice of his promotion to the management of the elvtrs. of the company at St. Anthony. Stephen Regan has been sent here to succeed Mr. Knoche.

American Fal's, Ida.—The Tri State Terminal Co. has agreed to back the Grain Growers Ass'n's of Washington, Oregon and Idaho, by helping to provide facilities for the handling of the crop. C. W. Nelson, gen. mgr. of the Terminal Co., will become mgr. of all of the consolidated Ass'n's, and C. W. Nelson under the directors of the Ass'n will have charge of the sales of 1920 wheat.

ILLINOIS

Morris, Ill.—We have installed a truck dump.—Morris Grain Co.

Morrison, Ill.—We are out of the grain business.—Renkes Bros.

Galt, Ill.—We are installing a Hall Distributor.—Galt Grain Co.

Peoria, Ill.—Four new firms have taken tables on the trading floor of the Board of Trade.

Vera, Ill.—The Farmers Co-op. Exchange has bot the elvtr. here. B. F. Williams is sec'y.

Brighton, Ill.—I am now mgr. of the elvtr. here.—J. W. Hanter, mgr. Farmers Elvtr. Co.

Taylorville, Ill.—A 40,000 bus. concrete elvtr. is being built here for the McKenzie Milling Co.

Ridgefield, Ill.—F. Frohman of Oconomowoc, Wis., has bot the elvtr. of H. H. Brosshard here.

Polo, Ill.—Have leased my elvtr. and am therefore out of the grain business.—Jas. Hackett.

Sloan, Ill.—Hight & Cline of Decatur, have leased the elvtr. formerly owned by Stevens & Freeman.

New Philadelphia, Ill.—We are starting in the grain business here.—New Philadelphia Co-op. Co.

Gillespie, Ill.—The farmers are organizing and are negotiating with E. T. Buman for his mill and elvtr.

Hoopeston, Ill.—The Illinois Lumber, Grain & Coal Co. will use two Hall Signaling Distributors in its elvtr.

Plainfield, Ill.—The Plainfield Grain Co., is building a 90,000-bu. concrete elvtr. Work has already commenced.

Greenfield, Ill.—Work is just commencing on the 25,000 bu. concrete elvtr. for Farmers Co-operative Grain Co.

Neponset, Ill.—M. O. Scott, postmaster, has bot a site and will build an elvtr. Work will be started at once.

Fairbury, Ill.—John Frey recently bot the elvtr. of the N. B. Claudon Estate for \$12,000. G. W. Dusenberry & Co. will continue to operate the house under lease.

Edwards, Ill.—The Farmers Elvtr. Co. has completed its arrangements for a new elvtr. operated by electricity.

Milford, Ill.—The Milford Grain Co. is wrecking the north elvtr. and there will only be one house here for the present.

Maple Park, Ill.—We are building a cement block engine room at our elvtr.—C. G. Campbell, vice-pres., Ed Conlin, Inc.

Table Grove, Ill.—Farmers Elvtr. Co. incorporated for \$40,000 by J. R. Dilworth, D. B. Carither and H. D. McFadden.

Cuba, Ill.—We are building a warehouse and expect to have it completed soon.—Ira. Franklin, mgr. Co-operative Grain Co.

Woodhull, Ill.—The Woodhull Grain & Elvtr. Co., is putting in a new scale and making other improvements in its elvtr.

Red Bud, Ill.—We have about completed a 40,000-bu. concrete grain elvtr. in addition to our present plant.—Ziebold Mill Co.

Bakers (Leland p. o.), Ill.—The new 18,000-bu. cribbed elvtr. of the Farmers Co. will be completed in time for the new crop.

Naples, Ill.—I have been operating the elvtr. here under lease from A. J. Leslie, Meredossia, Ill., for a number of years.—Harvey Green.

Ferris, Ill.—Work has commenced on a 25,000-bu. concrete elvtr. for the Ferris Elevator Co., Miller, Holbrook Warren made the plans.

Rockton, Ill.—The elvtr. of Geo. Atwood containing 2,000 bus. of shelled corn and 1,800 bus. of wheat, burned recently with a loss of \$20,000.

Tampico, Ill.—The 50,000-bu. concrete elvtr. being built for the Farmers Elvtr. Co. is nearing completion. Miller, Holbrook & Warren drew the plans.

Flanagan, Ill.—Work has commenced on a new 75,000-bu. concrete elvtr. for the Farmers Grain & Coal Co. Miller, Holbrook & Warren made the plans.

Brighton, Ill.—The Farmers Co-op. Elvtr. Co. has taken over all of the grain and feed business at this point.—Russell S. Brown, former elvtr. owner here.

Durand, Ill.—We are moving our headquarters from this city to Freeport, Ill., where we will have offices in the 2'd Natl. Bank Bldg.—Graham Grain Co.

Pesotum, Ill.—The 50,000-bu. concrete elvtr. for Davis, Burton & Gardner has just been completed. Miller, Holbrook & Warren made the plans and specifications.

Pearl City, Ill.—Farmers Grain Co. incorporated for \$150,000, by L. S. Koortner, W. H. Hammermeier, E. Flynn, C. W. Kloepping, Henry Brady and John Johnson.

Reddick, Ill.—I have been informed that the Farmers Elvtr. Co. are building another elvtr.—R. H. Tanner, R. R. 4, Kankakee Farmers Elvtr. Co., Van Siding (Kankakee p. o.), Ill.

Freeport, Ill.—We have moved our offices to this station and will hereafter have our headquarters in the 2'd Natl. Bank Bldg. We were formerly at Durand, Ill.—Graham Bros. Co.

Dorchester, Ill.—The Dorchester Co-op. Elvtr. Ass'n incorporated for \$30,000 by Otto Hanschild, Gillespie; Wm. F. Heyen and W. C. Wohlert, Bunker Hill. E. L. Cameron is mgr.

North Aurora, Ill.—The new 12,000-bu. elvtr. of the new Farmers Co-op. Co., capitalized at \$20,000, has been started and it is hoped to have the house completed in August. Theo. Abens is sec'y.

Springfield, Ill.—G. T. Bronaugh has been named as mgr. for the Simons-Day Co. here. The last name is O. K., but the initials are wrong as I am mgr. and my initials are G. J.—G. J. Bronaugh.

Plymouth, Ill.—The new elvtr. of the Farmers Elvtr. Co. will be of silo blocks, circular in form, dome roof, concrete flooring, with 8 bins and a total capacity of 15,000 bu. It will be of fireproof construction.

Van Siding (Kankakee p. o.), Ill.—The Soil & Improvement Ass'n. of the Kankakee Farmers Elvtr. Co. will build a new warehouse and will install new machinery.—R. H. Tanner, Farmers Elvtr. Co.

Allenville, Ill.—E. W. Davis, who recently disposed of his West End Elvtr. at Sullivan to Rose & McDavid, is now owner of the elvtr. of the latter firm at this station. He also owns an elvtr. at Chippis Sta. J. B. Tabor is operating the one here.

Plainview, Ill.—The Plainview Co-op. Co. will commence work at once on a warehouse for the handling of this year's crop, as it is too late to complete an elevator. Contract for the elevator will however be let shortly.

Sullivan, Ill.—The elevators, recently bot by us were formerly owned by C. W. Davis. The elevator at this station is known as the "West End" Elevator. J. B. Tabor is now operating the house at Allenville.—Rose & McDavid.

Quincy, Ill.—G. G. Jones and Philip E. Herr, both of the Knollenberg Milling Co., have bot the elevators of Geo. McAdams, at Ursa and Rock Creek, for about \$20,000. Possession will be given June 21. Mr. McAdams will go to California for a rest.

Jerseyville, Ill.—The oldest elevator in Kane County which is the property of E. G. Cockrell & Sons, is being wrecked by that company and the lumber will be bot here and used to build a warehouse. The old house has not been used for 5 years.

Quincy, Ill.—I have been in the grain business for 30 years and have enjoyed a good and profitable trade, my annual sales during the period of the high prices having exceeded \$500,000. Will be entirely out of the grain trade after June 21, having sold my elevators.—Geo. McAdams.

Yutan (Bloomington p. o.), Ill.—We will start work on the new feed house as soon as the railroad gives us a site. We have put in a new belt and repaired the machinery in the old house and are putting in a tile ditch to drain our pit, which had 5½ ft. of water in it during April.—Henry Samples, mgr., Yutan Grain Co.

Metropolis, Ill.—The new elevator of the Riverside Mills here, will consist of 4 circular concrete tanks with a diameter of 16 ft. and a capacity of 40,000 bus. There will also be interstice bins. The Southern Illinois Mill & Elevator Co., props. of the plant will also install a great deal of new machinery. Elmer G. Smith is supt.

Peters (Edwardsville p. o.), Ill.—The Progressive Co-op. Grain & Feed Co. has let contract for the erection of a 16,000-bu. reinforced concreted elevator, warehouse and office. This firm was recently incorporated. Miller, Holbrook & Warren will draw up the plans and specifications and Downey & Connor will do the construction work.

Delavan, Ill.—The following have been admitted to membership in the Illinois Grain Dealers Ass'n since Jan. 1—J. H. Patterson Co., Marengo; S. E. C. Galster, Dollville, (Tower Hill p. o.); Miesenhelder Bros., Palestine; Clarence O. Miller, Macon; Young Bros. Grain Co., Stonington, and Wm. Denen, Joy, all of Illinois.—E. L. Culbertson.

Ohlman, Ill.—We have bot the Jas. F. Umpleby properties, including the large loose hay plant and the grain elevator and grain drying plant, taking possession of same on June 15. Our new company has an authorized capital of \$40,000. We have employed M. I. Virden as mgr., Mr. Virden having served in that capacity for Mr. Umpleby the past 14 years.—Ohlman Co-operative Co.

Bloomington, Ill.—Walter P. Quinn, a well-to-do McLean county farmer, has instituted suit against the Hasenwinkle Grain Co., a corporation, to restrain the defendant from selling, assigning, negotiating, encumbering, or in any way disposing of promissory notes to the approximate amount of \$25,000, which the complainant claims he gave solely for gambling transactions, or in speculating in futures. The complainant said his deals with the defendant during the past six months have amounted to a half million dollars, that these deals were mere speculation ventures, and that he never intended to deliver or receive the grains in question. He further set forth his belief that the defendant bucketed the trades, and such trades were not made upon the Board of Trade as he intended they should have been. Mr. Quinn is not likely to win his suit as Board of Trade transactions have been upheld by the courts, and there is nothing to show that his trades were not executed by defendants in good faith on the Board of Trade.

CHICAGO NOTES.

The Norris Grain Co. contemplates opening an office in Omaha.

New members of the Board of Trade are W. J. Mensendieck, Frank Trimm, R. T. Dodson and C. A. M. Waterhouse.

Bruno Benjamin Marcuse has been expelled from the Board of Trade.

Brackett B. Denniston on June 7, was suspended from the exchange floor for 3 days.

A membership on the Board of Trade sold June 5 for \$9,500 net to buyer, the lowest for some time.

Chas. E. Stewart, of J. W. Fernald Co., died May 28. He was for many years a member of the Board of Trade.

L. H. Miller, sec'y Trusler Grain Co., Sioux City, H. S. Bicket and C. R. Black, Jr. have been admitted to membership in the Board of Trade.

Fire of unknown origin in an empty disused warehouse caused a \$2,000 loss to the malting plant of Albert Schwill & Co. Loss was covered by insurance.

The directors of the Board of Trade, recently exonerated H. D. Sturtevant of Pynchon & Co., from the charge of having made alleged misstatements in acting as sponsor for Eugene M. Hoyne, who lately failed.

E. H. Morgan, of E. H. Morgan Co., Louisville, Ky., who failed more than a year ago with liabilities of about \$1,000,000, was expelled from the Board of Trade June 1, on charges of alleged violation of contract and bad faith.

To conform to the daylight saving ordinance which becomes effective June 13, the Board of Trade will move its clock ahead and trading will start accordingly. The difference between Chicago and New York time will then be only 1 instead of 2 hours.

On June 1st, com'ites of the Board of Trade fixed the settling price for trades defaulted on for May delivery at \$1.89 for corn, \$2.25 for rye, and \$1.67 for barley. The price fixed on corn and rye was the average for the day and on barley the closing figure. There were 15,000 bu. of barley out and about 40,000 bu. of corn and rye each.

The directors of the Board of Trade, in view of the transportation crisis, that has so greatly interfered with the usual movement of grains to markets and made deliveries of grains on May contract exceedingly hard and in some cases impossible, have decided that in case of inability of sellers to fill contracts and a settling price is necessary to be fixed by a com'ite at the end of the month, no penalty shall be attached to the award.

Herman Blumson, who disappeared last July after he had risen from a rag picker to the office of sec'y.-treas. of the Star Cereal & Mfg. Co., now defunct, was sentenced to from 1 to 10 years imprisonment for forgery of Bs/L June 1. After his disappearance he was sought all over the world and was traced and captured by a letter to his wife in South Africa last March. He pleaded guilty to having obtained approximately \$200,000 through forged Bs/L, while head of the Star Cereal & Milling Co.

At a meeting of the creditors of Eugene M. Hoyne & Co. held June 3, it was shown that the firm owes Board of Trade concerns \$115,000 and that the total liabilities were \$800,000 while its assets are about \$62,000 which will pay less than 10% on the losses. It was decided to have Attorney Jacob Ringer file a number of claims to keep them good. It was also proposed to proceed against W. M. Moorehouse, Royal Vilas, and others who signed an agreement by which the Hoyne firm was permitted to start business as successors of Perry, Price & Co., to make them liable for the firm's debts as general partners.

CAIRO LETTER.

Cairo, Ill.—An informal reception was held by the Board of Trade in its new building. June 5, from 8 to 12 p. m. A splendid time was the verdict of all present.

The new Cairo Grain Com's'n Co. had the honor of selling the first car of oats on the table of the new exchange. The price was \$1.18 a bu. and the car was bot by E. G. Pink & Co.

INDIANA

Churubusco, Ind.—Thos. Keller is now agt. for the Mayer Grain Co.

Bryant, Ind.—We are out of the grain business.—Jas. J. Adams of Jas. J. Adams Co. (Sold his business to the Bryant Elevator Co. last winter.)

Straughn, Ind.—The Farmers Elevator Co. is a new company at this station.

Arcadia, Ind.—The Farmers organization has bot out the Hollett Winders Grain Co.

Denver, Ind.—We have succeeded O. Gandy & Co., here.—E. S. Kline, mgr. Mayer Grain Co.

Curtisville, Ind.—Curtisville Grain Co. incorporated for \$16,000 by L. L. Cook, W. A. Haines and others.

Mt. Ayr, Ind.—The Newton County Ass'n has bot the elevator of Ed. Harris for \$20,000, possession to be given July 1.

Fowlerstown, Ind.—The Farmers Elevator & Feed Co. incorporated for \$35,000 by John W. Hime-lick, S. B. Leach and others.

Hemlock, Ind.—Hemlock Grain & Lumber Co. incorporated for \$31,500 by O. S. Duckworth, O. C. Fenn, L. L. Cook.

Milton, Ind.—The Anderson & Sons Grain Co. has been dissolved and has been succeeded by the Milton Grain Co.—C. K. Stone, Milton Grain Co.

Carlisle, Ind.—White & Wilkinson have bot our elevators. They are building an addition to the elevator and will install a Midget Flour Mill before harvest.—Carlisle Grain Co.

Williamsburg, Ind.—We have installed a 35-h.p. engine, auto scale, another elevator stand and other minor improvements.—Roscoe Roosa, mgr., Williamsburg Co-op. Ass'n.

Bennetts Switch, Ind.—The recently organized Farmers Elevator Co. has made arrangements to take over the elevators here and at Miami, for \$17,000, possession to be taken June 1.

Pinola (La Porte p. o.), Ind.—The Pinola Co-op. Co. is now in possession of the plant purchased from C. H. Johnston Sons. Mr. Johnston has an interest in the company, but J. D. Dolman is mgr.

Bennetts Switch, Ind.—Farmers Co-op. Elevator Co. here and at Miami incorporated for \$50,000 by Frank C. Phillips, James D. Haven and Alexander Olier. The company has bot the elevators of J. P. Rauschart at both towns.

Lawrenceburg, Ind.—The Lawrenceburg Roller Mill Elevator Co. is installing new machinery that will cost about \$25,000. Among the many conveniences is a thoro and complete fire fighting system which will be supplied by two wells now being drilled.

Edgerton, Ind.—The Union Grain & Coal Co. cupola and new siding were necessary. The elevator was damaged during the recent cyclone in this section on Palm Sunday. The elevator was built by McAllister & O'Connor in 1910 and has completed the repairs on its elevator. A new Ballinger & McAllister did the work this time.

Fountain City, Ind.—The National Farmers Grain Co. has bot the Fountain City Elevator, W. D. Wilson, prop. It was expected that a local farmers company would buy it but the organization was slow in perfecting its plans, Mr. Wilson says, and he could not wait. Now, the new company declares it will build an elevator.

Brownsville, Ind.—Some one gained entrance to our office with a skeleton key but altho the office was all mussed up and papers and correspondence scattered everywhere, we only missed four, 24 lb. packages of flour and a package of 24 stamped envelopes. We think it "Home Talent."—P. J. Wolfram, Wolfram Grain Co.

Francesville, Ind.—When about 2/3'd of the old stockholders of the Farmers Elevator Co. signed a petition asking that the business of the company be wound up the court appointed E. L. Detamore, Nick Goller, and W. C. Richardson as trustees. In February, 1919, the company went into the hands of a receiver and later the elevator was sold to 8 farmers who operate it as the Farmers Co-op. Elevator Co. but who are not in any way connected with the old Farmers Elevator Co. Now a final settlement is asked.

INDIANAPOLIS LETTER.

The Indiana Grain Dealers Ass'n midsummer meeting will be held at the Board of Trade, this city, on June 29, beginning at 10 a. m. with some entertainment or evening session, the program yet to be worked out. The Indiana Millers Ass'n annual meeting will be held at the Board of Trade, this city, June 22, beginning at 10 a. m.—Chas. B. Riley, sec'y.

The following concerns have been elected to membership in this Ass'n: David Stewart, Frankfort; Stevenson & Bergen Grain Co., Frankfort (Station Cyclone); The Lagro Equity Exchange, Lagro, and the Logansport Elvtr. Co. of Logansport, Ind. — Chas. A. Riley, Sec'y. Indiana Grain Dealers Ass'n.

B. B. Minor & Son and I myself are now entirely retired from the grain business, as well as all other kinds of business. After running grain elevators in Illinois for 50 years, I think I am entitled to a rest, and hope to take life easy during the balance of the time I am permitted to remain here. I spend considerable of the day in the garden and enjoy it, as the first 23 years of my life was spent on the farm in the state of New York. My son has settled on a Ranch in California. I now have three of my children in that state.—B. B. Minor.

IOWA

Huntington, Ia.—C. O. Hoff is out of business.—X.

Eldora, Ia.—I am out of the grain business now.—V. H. Vilmont.

Oakland, Ia.—Am with the Farmers Co-op. Co. here.—W. L. Mason.

Henderson, Ia.—We have installed a Trapp Dump.—W. H. Harbor Estate.

Kelley, Ia.—The Kelly Grain Co. incorporated for \$40,000 by W. T. Barr, pres.

Solon, Ia.—The elvtr. of J. J. Fiola, burned March 6, 1920, is being rebuilt.

Reddick, Ia.—Farmers are talking of buying the elvtr. of the Iowa-Missouri Grain Co.

Blairsburg, Ia.—I am now mgr. of the Farmers Elvtr. Co.—E. P. Meyer, Parkersburg.

Rudd, Ia.—A. Shultz has succeeded Tom O'Hara as mgr. for the Farmers Elvtr. Co.

Thor, Ia.—Ristvedt & Smith of Story City, have bot an elvtr. here. Mr. Smith will be mgr.

Atlantic, Ia.—Myron Shipman, of Emerson, has bot a 3d interest in the business of Gund & Seim.

Alvord, Ia.—The Farmers Elvtr. Co. is planning a big celebration for the whole town, July 4th.

Sioux Center, Ia.—Peter Winkle has succeeded D. D. Mullenburg as mgr. for the Farmers Elvtr. Co.

St. Benedict, Ia.—St. Benedict Farmers Elvtr. Co. has a new mgr. He is Matt Streit and is well known here.

Buckingham, Ia.—Ed Speer, of Geneseo, has succeeded F. W. Wehrman as mgr. for the Farmers Elvtr. Co.

Greenfield, Ia.—Having sold our elvtr. to the Farmers Co-op. Co., we are out of business now.—Walsworth & Johnston.

Elkhorn, Ia.—We have sold our elvtr. here to the farmers' company and will give possession July 1st.—Gund & Seim.

Oasis, Ia.—The elvtr. of the Farmers Union Exchange is nearing completion. Newell Construction Co. has the contract.

Elliott, Ia.—I have sold my grain and coal business to Carson & Plughoft and am out of the business at present.—C. M. Redmon.

Maxwell, Ia.—The Farmers Grain Co. has sold out and desires to liquidate its affairs as soon as possible. W. J. Hartung is mgr.

Indianola, Ia.—E. O. Epperly will be retained as mgr. for the Warren County Co-op. Elvtr. Co., which recently bot the elvtr. of F. C. Sigler.

Bristow, Ia.—Geo. Barstow has succeeded S. Young as mgr. for the Farmers Elvtr. Co., Mr. Young going to Madrid, Ore., to manage an elvtr. there.

Webster, Ia.—The 20,000-bu. wood elvtr. of the Diamond Lumber Co. is completed and ready for operation. Newell Construction Co. had the contract.

Nevada, Ia.—All of the machinery in the elvtr. of Frazier & Son is now motor driven and the old brick boiler room will be remodeled into a feed mill.

Sergeant Bluff, Ia.—We have installed a Beall Rotating Cleaner and have discarded our kerosene engine and substituted electric power.—Farmers Elvtr. Co.

Grundy Center, Ia.—The Farmers Elvtr. Co. will build a 24x30 ft. scale and office building, with a basement for storeroom and furnace.

Galt, Ia.—Ralph Burt, of the Burt Grain Co., took charge of the business here May 24, when his father left to manage the new elvtr. bot by the company at Clarion.

Tennant, Ia.—The new mgr. of the Farmers Grain & Merc. Co. is F. S. Johnson, who was mgr. for the Equity Exchange at Bowdon, N. D. He succeeds Mr. Cook.

Chillicothe, Ia.—Lamis & Hoose, who awarded contract to Newell Construction Co. for the erection of a 20,000-bu. wood elvtr. some time ago, will commence work on it in a few days.

Sutherland, Ia.—Auditors are said to be checking the accounts of the Farmers Elvtr. Co., and it is alleged that Mgr. E. C. Propp has resigned. A large deficit in the accounts is reported.

Clinton, Ia.—The name of this company has been changed to the Champion Milling & Grain Co., and capitalization increased to \$500,000.—Champion Feed Milling Co., J. W. Hatton, Gen. Mgr.

Odebolt, Ia.—Russel Kennedy has resigned his position with the Farmers Elvtr. Co. after working in the house for the last 8 years. First with Rueber & Bruce, later with Mr. Bruce and now with the Farmers.

Webster City, Ia.—We have bot the coal business here as reported and will build an elvtr. just as quick as we can get a site on the C. & N. W. R. R. Co., which is contesting our right to it.—H. D. Blue, mgr., Farmers Grain Co.

Prairieburg, Ia.—The elvtr. of the Central Lumber & Coal Co. is being dismantled and the machinery is being removed to Reinbeck to be installed in the company's elvtr. located at that place. Newell Construction Co. is doing the work.

Colwell (Charles City p. o.), Ia.—The elvtr. being built for the Farmers Elvtr. Co. by the Newell Construction Co. is rapidly nearing completion. A two-story concrete mill building will be added to the present plant within a short time.

Randolph, Ia.—The Farmers Elvtr. Co. has just completed its new 20x20 ft. office and warehouse with a tile basement for storage of feeds, etc., a freight elvtr. connecting the two floors. The outside of the building has been stuccoed.

Clarion, Ia.—The Burt Grain Co., of Galt took possession of the elvtr. of E. J. Funk, May 24, having bot it some time ago. W. R. Burt will be mgr. of the house here, leaving his son, Ralph Burt, to manage the house at Galt. They formerly owned an elvtr. at Wilke but have sold it.

Remsen, Ia.—Geo. W. Schroeder, former mgr. of the Farmers Elvtr. Co. here, has succeeded J. F. Gamberdinger as mgr. again. Mr. Schroeder was the last mgr. the company had and held the position until he bot the Bruscher elvtr. he still owns. He will, however, lease it to the farmers company for additional storage use.

Riverton, Ia.—The Farmers Elvtr. Co. has possession of my elvtr. which I sold to them some time ago. I have no interest in the elvtrs. at Farragut or at Hamburg as has been reported. The firm of Stubbs & Son went out of business nearly a year ago and was under my name since then. I am now going out of the grain business altogether.—Walter C. Stubbs.

Ottumwa, Ia.—John H. Spry, member of the Spry Bros. Grain Co., died May 29 after an extended illness. He was 63 years old and had lived here since 1866. He has been active in civic and lodge circles up to the time of his death, but for the last year has not been able to give much of his time to his grain business, his brother, G. F. Spry, taking the active part in the management. He is survived by his wife and 3 daughters.

Davenport, Ia.—Failure to fulfill terms of an oral contract is the cause of a suit started in the district court by Carl Teske of the Teske Flour Feed Co., against Glenn Phillips. The feed company claims that it made an oral contract with Phillips for 1000 bus. of corn at \$1.25. Phillips delivered only 337 bus. Amount of damages asked by the plaintiff is the difference between the buying and selling price of corn had the contract been fulfilled, or \$496.94.

Orient, Ia.—The foundation for the new elvtr. of Sumner White has been completed and work will be started at once on the 9 concrete bins of the house. Work will be rushed to replace the old elvtr. burned Mar. 1.

Luther, Ia.—The old Farmers Co-op. Elvtr. Co. has been dissolved by mutual consent and the effects and holding of the company have been sold to the new Farmers Co-op. Elvtr. Co. which has just been incorporated for \$75,000 by W. S. Creswell, D. L. Bassett and others, who sold to the Farmers Co-op. Ass'n. Our elvtr. at Supply, Okla., was sold to L. O. Street & Co. and the house at Fargo to John Russell, who leased it to the Farmers Grain & Supply Co. Oscar Robinson is retiring from the grain business and I am with the "Co-ops." A. C. Browne of Fargo is also retiring. The Gage Mill & Mfg. Co. is putting up a new \$10,000 ice plant.—J. R. Barry.

DES MOINES LETTER.

S. E. Squires has posted his Board of Trade membership for sale.

Since the Sloan Simmons Grain Co. has been re-organized as the Sloan-Niedorf Grain Co. at St. Joseph, Mo., the office of the old firm here has been closed.

The baseball team of the Board of Trade with Pitcher Harry Bartz and Catcher Inspector Fischer in the box, won an exciting game May 23 from the Des Moines Union Railway team, the score standing 7 to 5. This was the first game of the season for the trade team and the members feel very chesty.

The first annual meeting of the Des Moines Board of Trade was held June 1. New directors chosen for the ensuing year were Fred H. Pease, J. D. Kent, J. F. Fogarty, O. J. Meredith, Clark Brown, Addison Hall, M. McFarlin, L. N. Hart, and F. T. Fuller. Clark Brown was elected pres.; J. F. Fogarty, vice-pres.; Fred Pease, treas., and myself, sec'y.—A. J. Cheeseman.

We are indebted to Sec'y A. J. Cheeseman of the Board of Trade for a copy of the annual report of the board of directors giving interesting and valuable figures and information. The financial condition of the exchange shows that the receipts from all sources, including membership fees, were \$41,871.23 and disbursements for all departments, \$21,764.62, leaving a goodly balance of \$20,106.61. The Exchange is growing and every member is putting his shoulder to the wheel.

SIoux CITY LETTER.

Andy Cole has succeeded H. A. Taylor as our supt.—Western Terminal Elvtr. Co.

Fred C. Mariner has posted his Board of Trade membership for sale and A. J. Dougherty has made application for membership.

The elvtr. of the Terminal Grain Corp. is not opened at present on account of the labor strike. We will, however, be in operation July 1, providing we do not have any more strikes at the plant.—W. E. Idler, Supt.

We are correspondents of Jas. E. Bennett & Co. of Chicago, in this market and also at Norfolk, Neb., and Emporia, Kan., and have wires to these points. J. J. Overholzer, formerly with E. W. Wagner & Co., and Simons Day Co., is in charge of our futures department.—H. P. Trusler, pres. Trusler Grain Co.

KANSAS

Viola, Kan.—W. H. O'Brien is building a big farm elvtr. near here.

Zeandale, Kan.—The Farmers Union will build a 12,000-bu. elvtr. here.

Sylvan Grove, Kan.—I sold my elvtr. to E. S. W., Cross.—W. E. Wanderlich.

Rock, Kan.—Farmers have let contract for a 6,000-bu. elvtr. of tile construction.

Clonmell, Kan.—The Clonmell Co-op. Grain & Supply Co. incorporated for \$15,000.

Richland, Kan.—The Richland Co-op. Co. is installing a 10-ton truck scale in its elvtr.

Oneida, Kan.—Stewart Coleman has resigned as mgr. of the Farmers Co-op. Elvtr. Co.

Smith Center, Kan.—I am with the Derby Grain Co. here at present.—S. G. Mahaffey.

Powhattan, Kan.—G. F. King has succeeded C. W. Stratton as mgr. of the Powhattan Grain Co.

Ellis, Kan.—The Golden Belt Elvtr. Co. has increased its capital stock from \$20,000 to \$50,000.

Bellefont, Kan.—The C. D. Jennings Grain Co., is building a 25,000-bu. hollow tile elvtr. here.

Neosha Rapids, Kan.—The City Mills, of Emporia, has succeeded Bell Bros. and will operate their elvtr. on the Santa Fe.

Halford, Kan.—The Huston-Anderson Grain Co. is building a 25,000-bu. iron clad elvtr. The Federal Engineering Co. has the contract.

Ellsworth, Kan.—The Farmers Co-op. Union Co. has recently built an up-to-date feed warehouse and is installing electric power.

Claffin, Kan.—The Universal Mill & Elvtr. Co. will increase the size of its mill from 300 to 480-bbls. and will install new machinery.

Fellsburg, Kan.—We have just completed a 20x46 ft. ironclad warehouse and a brick and tile office.—Geo. H. Ott, Mgr., Fellsburg Equity Exchg.

Kiro, Kan.—W. F. Bolan, Silver Lake, Kan., is adding an engine house and overhauling his elvtr. here. Federal Engineering Co. is doing the work.

Caldwell, Kan.—We will build an elvtr. here and install new machinery.—D. F. Mossman, sec'y, Farmers Co-op. Grain Co., recently incorporated.

Spence (Hanover p. o.), Kan.—The Spence Farmers Co-op. Union has bot the elvtr. of the Washington County Farmers Elvtr. Co. at this station.

Hugoton, Kan.—H. B. Wheaton was talking of an elvtr. here but no start has been made so far.—D. H. Knapp, mgr., Hugoton Co-op. Equity Exchange.

Sterling, Kan.—We have bot the elvtr. of the Kansas Grain Co. here. It is the elvtr. we have been operating for the last nine months.—Oline & Atherton.

Boyle, Kan.—The Douglass Grain Co., of Nortonville, has bot the elvtr. of the Ragan Grain Co., of Valley Falls, at this station. Possession will be given at once.

Falun, Kan.—I am at present buying for the Western Star Mill Co., at Salina, with my lease of elvtr. to them. I have as yet not leased for next year.—Geo. A. Forsse.

Protection, Kan.—G. B. Means, formerly mgr. of the Farmers Elvtr. Co. at this point, is now mgr. of the elvtr. of the recently organized Farmers Grain & Supply Co., Salem, Okla.

Clearwater, Kan.—The Farmers Elvtr. & Supply Co. bot the plant of the Arkansas City Mlg. Co., here about April 15 and I remained as mgr. for the new company.—G. G. Griffin.

Solomon, Kan.—We are starting to enlarge our capacity to 30,000 bus. so that we will have plenty of room next year.—S. H. McCullough, pres., Farmers Grain, Live Stock & Merc. Co.

Mound Valley, Kan.—The Farmers Union has let contract for a 10,000-bu. elvtr. to the White Star Co. The equipment will include Fairbanks Engine, Richardson Automatic Scale and Eureka Cleaner.

Almena, Kan.—I have just sold my elvtr. here to the Farmers Co-op. Ass'n. I am not operating an elvtr. at Stuttgart. I have an elvtr. at Brewster which will be operated next year.—M. L. Meller.

La Crosse, Kan.—The La Crosse Mfg. Grain & Ice Co. has succeeded the La Crosse Mfg. Co. and now has a capital stock of \$100,000. The capacity of the mill will be increased to 300-bbls. J. B. McClure is pres.

Stafford, Kan.—We are going to install a 1,000-bu. Eureka Cleaner in our elvtr. this spring, along with the other, usual repairing and overhauling that is customary with the elvtr. business.—Stafford Grain & Supply Co., by Gene Bates, mgr.

Ransom, Kan.—H. P. Doty has succeeded Geo. M. Schoeppe as mgr. of the Farmers Co-op. Union. The company has recently let contract for a 12,000-bu. concrete elvtr. at Osgood Sta., 5 miles east; will also build a warehouse and coal sheds here.

Feterita (Hugoton, p. o.), Kan.—The Kliesen Grain Co., of Dodge City, is building a 20,000-bu. tile elvtr. here. This is a new station on the D. C. & C. V. R. R., 9 miles southwest of here. House will contain a cleaner, automatic scale and 12-h. p. oil engine.

Abilene, Kan.—T. W. Price, of the Farmers Co-op. Elvtr. Co., recently had his hand badly crushed in the roll of the grinder while showing a farmer how the machine was working. The hand was so badly crushed that it was necessary to amputate it at the wrist.

Emporia, Kan.—We are correspondents for Jas. E. Bennett & Co., of Chicago, at this market and at Norfolk, Neb., with headquarters at Sioux City, Ia.—H. P. Trusler, pres. Trusler Grain Co. (L. M. Miller, sec'y of the company, will be mgr. at this market.)

Herndon, Kan.—The Farmers Co-op. Ass'n has let contract to White Star Co. for a 12,000-bu. frame, ironclad elvtr. to contain Eureka Cleaner, Richardson Auto Scale, Fairbanks Engine, and Wagon Scale, Manlift and truck dump. A concrete engine room is attached.

Riley, Kan.—The Walters Grain Co. has let contract to the White Star Co. for a 10,000-bu. frame, ironclad elvtr. with electric power, Globe Dump, 1,200-bu. Richardson Auto Scale, 10-ton Fairbanks Wagon Scale, manlift, and one 12,000-bu. leg are included in the equipment.

Plymouth, Kan.—The elvtr. of the Farmers Elvtr. Co. is to be equipped with modern machinery for a storage capacity of 12,000 bus., with a warehouse and office. Building will be covered with galvanized corrugated siding and an asbestos roof. R. M. Van Ness Constr. Co. will do the work.

Skiddy, Kan.—The Farmers Co-op. Shipping & Merc. Ass'n has let contract to the White Star Co. for a 10,000-bu. frame ironclad elvtr. with concrete power house and electric power. Equipment includes Eureka Cleaner, Richardson Auto Scale, Fairbanks 15 h. p. Z Engine and 10-ton Wagon Scale; also Globe Dump and Manlift.

Thayer, Kan.—The Ass'd Mill & Elvtr. Co. has the foundation in for a 10,000-bu. reinforced concrete elvtr. on the Santa Fe. Work has also started on the foundation for a concrete elvtr. of the same size at Halls Summit on the Santa Fe and a 25,000-bu. concrete elvtr. at Mayetta, on the Rock Island. The foundation for the 200-bbl. soft wheat mill at Garnet is being poured.

ATCHISON LETTER.

Kenneth C. Baird of Kansas City, has been appointed a deputy weighmaster at this market, under R. O. Cooke.

The Fuller Grain Co. has bot a membership on the Board of Trade and will open an office here. Work on the plant of the Atchison Mills Corp., has commenced. Cement for the foundation is being poured. It is expected that the mill will be grinding flour by Dec. 1.

HUTCHINSON LETTER.

Russell Payne is now mgr. of the Southwest Grain Co., succeeding H. L. Graves.

Plans are under way to consolidate the Hutchinson Terminal Elvtr. Co. with the Liberal Elvtr. Co.

Officers of the recently incorporated Central Grain Co. are: M. B. McNair, of the Lyons Mlg. Co., Lyons, pres.; Fred S. Burns, of the Consolidated Mlg. Co., Hutchinson, vice-pres. and C. A. Greenlee, Wm. Kelly Mlg. Co., Hutchinson, sec'y-treas. The company now own 12 mills and numerous elvtrs.

The O. K. Grain Co. has been dissolved. Gus Oswald, formerly associated with the company will continue to operate the Oswald Grain Co. as heretofore. J. Kirk is now associated with Ralph Russell in the Russell-Kirk Grain Co. Mr. Kirk formerly operated elvtrs. at Garden City and Protection, Kan., and has been in the grain business for more than 11 years. The Russell-Kirk Grain Co. succeeds the Ralph Russell Grain Co.

SALINA LETTER.

J. R. Miller will become mgr. of the grain department of the H. D. Lee Flour Mills Co. July 1, succeeding J. P. Parks, who has resigned to enter business for his own account.

The Parks-Richter Grain Co. has recently been organized and will engage in the handling of grains and mill feeds, beginning July 1. The new company is composed of J. P. Parks, who has been mgr. of the grain department of the H. D. Lee Flour Mills Co., and A. D. Richter, formerly in the grain business at points in this section.

TOPEKA LETTER.

Derby Grain Co. has increased its capital stock from \$225,000 to \$500,000. No extensive improvements will be made by the company this year.

The Shawnee Milling Co. is installing a Globe Truck Dump and Howe Truck Scale.

C. W. Stratton will travel from W. H. Bartz & Co's. Topeka office. Mr. Stratton was formerly mgr. of the Powhattan Grain Co. at Powhattan, Kan. A. Connor of Morrill, Kan., is also retiring as mgr. of the Farmers Co-op. Co. and will be connected with W. H. Bartz & Co. as assistant to H. D. Harding, mgr. at the Topeka office.

WICHITA LETTER.

The office of the Norris Grain Co. which has been closed at this market, during the war has been reopened.

Fred R. Warrick, Jr., formerly Ass't Mgr. of the Terminal Grain Corp. of Sioux City, Ia., is now associated with the Wichita Terminal Elvtr. Co.

Wichita, Kan.—W. F. McCullough, growing restless out of the grain business, has accepted a position as mgr. of the grain dept. of the Kansas Milling Co. He has taken membership in the Board of Trade and will be back in the business June 1. Mr. McCullough was with Hall Baker for 6 yrs. and for 10 yrs. a cash receiver at Wichita.

New Officers of the Board of Trade are: Thad L. Hoffman, pres.; E. F. Beyer, vice-pres.; E. M. Kelly, treas., and R. B. Waltermire, sec'y. Directors are: E. F. Beyer, John Hayes, H. Kauffman, Geo. Koch, J. H. Moore, E. M. Kelly, L. H. Powell, C. A. Baldwin and O. E. Bedell. We are in receipt of a folder showing the new home of the exchange and much credit is due officers and members.

KENTUCKY

Maysville, Ky.—The J. C. Everett Co., incorporated for \$100,000 by J. C. and J. C. Everett, Jr. and C. F. Floyd.

Stephensport, Ky.—We have bot the mills of H. A. Dutscher, who now lives in Rome, Ind. R. L. Redmon is pres. and L. J. Perkins, sec'y-treas.—L. H. Dix, Stephensport Mill & Elvtr. Co.

Lancaster, Ky.—F. Saufley Hughes has sold his entire interest in Hudson, Hughes & Farnau to Hudson & Farnau. The firm was established by Banks Hudson in about 1897 and 10 years later Mr. Hughes joined it, the company name then being Hudson & Hughes.

LOUISIANA

Jennings, La.—Burgin Bros. for whom J. E. Alexander is mgr., will build a \$20,000 rice mill, of frame construction, ironclad and with a composition roof and wood floor. It will have a capacity of 400-bbl. of rice daily, and will be 250x150 ft. long. The company will also build an 800-bbl. capacity rice mill, warehouses and elvtr. The capacity for the cleaning of rice will be increased from 10,000,000 to 20,000,000 lbs.

MICHIGAN

Scotts, Mich.—The Farmers Elvtr. Co. has been formed with capital stock of \$20,000 and will build an elvtr.

Moline, Mich.—The Moline Farm Buro is preparing plans for a new elvtr. and warehouse and for a company to run it.

Marcellus, Mich.—The Farmers Co-op. Ass'n has bot the elvtr. of Floyd Burlington, Mr. Burlington remaining as mgr.

Scottsville, Mich.—The Mason County Co-op. Marketing Ass'n has bot the elvtr. and warehouse of the Scottsville Produce Co.

Ionia, Mich.—The Gleaners have bot the elvtr. and warehouse of R. K. Smith and the elvtr. of Van Sickle for \$33,780. A coal yard will be added.

Lamb, Mich.—The Lamb Farm Buro has secured an option on the elvtr. of M. P. Shanahan and as soon as the new farmers' company can raise the money and perfect its organization it will buy it.

Okemos, Mich.—We have bot the elvtr. of the Linn Products Co. and will operate same on a larger scale, adding coal, posts and a larger stock of merchandise. We expect to do some improving on the building this summer, to make it stronger and cleaner.—Okemos Elvtr. Co.

MARYLAND

BALTIMORE LETTER.

New members of the Chamber of Commerce are Carter G. Osburn, and W. V. Macneal. The membership of Lewis Tyler has been transferred.

Miss Margaret Owens Sinton, daughter of Robert D. Sinton, of Sinton Bros. & Co., has announced her engagement to Lt. Wm. Hays Ferguson of the U. S. N.

G. Stewart Henderson, traffic mgr. of the Chamber of Commerce, has been appointed one of a com'te of 3, to increase the efficiency of freight handling facilities.

L. Kellum & Co. one of the oldest firms on the Chamber of Commerce, lost its grain and feed store by fire recently. The grain was a total loss and the entire damage was placed at \$5,000.

Insurance rates, on grain in export elvtrs., have again been revised, the increase being due to the advanced price of grain. The following are the basis for insurance on such grain as decided by the Traffic Dept. of the Chamber of Commerce: Wheat, \$3.40 per bu.; corn, \$2.10; oats, \$1.50; rye, \$2.60; and barley \$2.00 per bu.

We are indebted to Sec'y H. S. Herring for the comprehensive report of the Chamber of Commerce for the year ending Dec. 31, 1919, containing the annual report, list of officers, board of directors, com'tes, act of incorporation and amendments, rules, regulations and by laws, and the names of the members. The report itself is interesting and entertaining, showing the effect of the war, during the period of fighting, and since then at this seaport. Five members of the exchange answered the last rollcall during the year.

MINNESOTA

Kellogg, Minn.—The elvtr. of John Plein is being wrecked.

Waseca, Minn.—The elvtr. of Bert Matz burned recently with a loss of \$15,000.

Balaton, Minn.—Rolf & Erickson recently suffered a small fire loss at the elvtr.

Brooks, Minn.—We do not intend to install a feed mill as reported.—C. D. Hall Grain Co.

Sacred Heart, Minn.—M. Johnson of Kerkhoven has bot the elvtr. here of Ole Collins.

Alberta, Minn.—Tom Holslin, formerly agt. for the Cargill Elvtr. Co., is now mgr. for the Farmers Elvtr. Co.

Foxholme, Minn.—It is reported that the storm of June 9 practically wiped out this town and destroyed the elvtrs. here.

Duluth, Minn.—The W. C. Mitchell Co. has succeeded Randall, Gee & Mitchell Co. The capital stock of the new corporation is \$250,000.

Twin Valley, Minn.—The Twin Valley Grain Co. recently suffered a slight fire loss. A blaze was discovered under the elvtr. but was put out before it damaged the building. The elvtr. has not been used lately.

Borup, Minn.—I shall operate an elvtr. here under the name of the Independent Elvtr., A. G. Lundgren, prop.—A. G. Lundgren. (He recently sold his interest in an elvtr. here to A. A. Pankratz.)

Hayfield, Minn.—We have built a new 16x16, two-story hollow tile office and moved the weighing scales into it. Have also put in new electric drive and have made everything as modern as possible.—Victor F. Sunwall, Sunwall Independent Elvtr.

East Grand Forks, Minn.—The office of the Farmers Co-op. Marketing Ass'n was struck by lightning, May 25, and before the blaze which followed the bolt could be checked, the flames spread to the elvtr., which was also completely destroyed. It contained about 7,000 bus. of wheat, 2,500 bus. of flaxseed, 1,000 bus. of seed millet and small quantities of other grains. The total loss is estimated at \$15,000 on the building and \$45,000 on the grain and insurance. \$10,000 on building; grain covered by blanket policy. We intend rebuilding, putting up a 40,000-bu. concrete elvtr., modern in every way. We will also install 3 legs, cleaners, automatic truck dump and 10-ton scale.—Lars Hylden, mgr., Grand Forks, N. D.

MINNEAPOLIS LETTER.

Fire in a pile of grain doors near the elvtrs. of the Great Western Co. threatened for a time to spread to the elvtr. but hard and timely work by the firemen saved the house and its contents. The loss on the grain doors was about \$1,000.

Minneapolis, Minn.—The Godfrey Grain Co. has bot Elvtr. "D," operated by the Banner Grain Co., located in Great Western Yards. It will be used as a transfer house. E. A. Taylor will be supt. of the elvtr. which will now be known as the "Godfrey Elvtr."

MISSOURI

La Grange, Mo.—La Grange Elvtr. Co. incorporated for \$20,000.

Orrick, Mo.—The Farmers Merc. & Elvtr. Co. incorporated for \$40,000.

Lincoln, Mo.—The Producers Elvtr. Exchange has bot the elvtr. of H. A. Nixon.

Glasgow, Mo.—We are remodeling our own mill thruout.—Glasgow Mlg. Co.

Bland, Mo.—I am now mgr. of the Farmers Union Co-op. Ass'n.—F. E. Gleize.

Jasper, Mo.—The Farmers Co-op. Elvtr. Co. has increased its capital stock to \$25,000.

Lewis, Mo.—J. J. Westhoff is building an elvtr. here.—Glasgow Mlg. Co., Glasgow.

McKittrick, Mo.—The Farmers Co-op. Elvtr. Co. has let contract for an 8,000-bu. elvtr.

Peers, Mo.—The Producers Grain Co. incorporated for \$8,000 by Albert Sanders, and others.

Kingston, Mo.—H. L. Bainter will build a 10,000-bu. 30x40 ft. elvtr. just west of the depot.

Blackburn, Mo.—Blackburn Farmers Elvtr. Co. incorporated for \$25,000 by J. F. Martin and others.

Marceline, Mo.—The Marceline Elvtr. Co. has decided to raise its capital stock from \$10,000 to \$20,000.

Rhineland, Mo.—The Farmers Co-op. Elvtr. Co. has let contract for an elvtr. A. G. Lemberger is mgr.

Wright City, Mo.—The Farmers Elvtr. Co. has succeeded us.—H. Koopman, Hickory Grove Township Farm Club.

Joplin, Mo.—The Ottawa County Farmers Co-op. Ass'n will decide at an early date as to the building of an elvtr.

Springfield, Mo.—J. S. Bache & Co. have opened a branch office here with Ichertz & Watson as correspondents.

Whiteside, Mo.—J. D. Paxton of Clarksville has succeeded W. A. Magruder as mgr. for us.—Whiteside Elvtr. Co.

Lexington, Mo.—I will be located at Concordia, Mo., before June 10.—W. D. Bastian, formerly mgr. of Farmers Co-op. Ass'n.

Bigelow, Mo.—We have bot out the Bigelow Grain Co. and will start the business at once.—Allen Notley, mgr. Farmers Elvtr. Co.

Pattonsburg, Mo.—Pattonsburg Grain & Produce Co. incorporated for \$20,000 by W. D. Reynolds, J. W. Read and G. S. Auldridge.

Mexico, Mo.—D. L. Boyer, formerly sec'y of the Missouri Grain Dealers Ass'n, is again in office, M. U. Norton, the last sec'y having resigned.

Carrollton, Mo.—The Farmers Grain & Supply Co. has bot a new building and will remodel it, building a new office and installing a 20-ton scale.

Wheaton, Mo.—A new 30,000-bu. elvtr. is now under construction for The Wheaton Mlg. Co. The company's capital stock has been increased to \$40,000.

Washington, Mo.—The Washington Flour Mills Co. will build a 100,000-bu. elvtr. of concrete which will make total storage of 200,000 bus. for the company.

Pierce City, Mo.—The mill and elvtr. of the Vance Milling Co. burned June 1 with a loss of \$100,000. The same company operates a mill and elvtr. at Ash Grove, Mo.

Salina, Mo.—The Southwest Farmers Grain Dealers Ass'n held its convention, at the court house here May 21, Pres. P. E. Donnell, presiding. About 75 members were present.

Memphis, Mo.—The recently incorporated Farmers Elvtr. Co. bot my elvtr. and I do not think will build another one just now. I am still in the grain business, having a feed store.—A. G. Craig.

Memphis, Mo.—We do not intend to build a new elvtr. We have a very serviceable one which we bot from A. G. Craig at this point and will not consider building for some time.—C. G. Austin, mgr., Farmers Elvtr. & Producers Co.

Springfield, Mo.—The Lipscomb Grain & Seed Co. may build a terminal elvtr. here when the warehouse now under construction is completed.

Hannon, Mo.—We intend to build a small elvtr. here some time, but the high cost of materials is too much for us now. We may buy a "pony" elvtr. outfit for unloading grain from cars to warehouse. When materials become cheaper we sure will build an elvtr.—Bicknell & Co.

Waco, Mo.—The Farmers Interstate Elvtr. Co. held a basket picnic, May 26, to celebrate the first birthday of the company. The basket dinner, as usual, was all that could be expected and the program following it was an excellent one. It is possible another elvtr. will be needed to handle the company's business this year.

KANSAS CITY LETTER.

Langenberg Bros. Grain Co. has moved its offices from the Glover Bldg. to the Gibraltar Bldg.

Wilson Legler Hay & Grain Co. of Leavenworth, Kan., will open an office here about July 1.

M. L. Marshall, formerly with Barret Grain Co. will travel northern Kansas for the Fuller Grain Co.

We have opened an office in the Board of Trade Bldg. in Atchison, Kan., with Frazier A. Gutzman, as mgr.—Moore-Lawless Grain Co.

C. K. Davis, of the Hodgson-Davis Grain Co., is smiling "all of the while" over the arrival of a baby son and every one within arm's reach gets a cigar.

Joe Brackett, manager of E. F. Leland & Co.'s offices, has just returned from Excelsior Springs where he has been recovering from illness the past three weeks.

Work has been started on the six new reinforced concrete storage tanks for the Kaul Mlg. Co. here. This will give the company an additional storage capacity of 175,000 bus.

The finance com'te of the Board of Trade has placed the rate of interest on advances for cash grain assignments for the month of June at 7%. The rate is, however, subject to change.

By a vote of 171 for and 23 against the amendment to increase the mutual life insurance agreement between members of the Board of Trade was passed and it now stands at \$5,000 instead of \$2,000.

E. F. Leland & Co. will open a new office in the financial district of Kansas City next week on Baltimore St. Peter Russell will be mgr. of the stock department. Joe Brackett will be mgr. of the three E. F. Leland & Co. offices here.

I have bot an interest in the Bruce Bros. Grain Co. here and will be located at Kansas City within the next 2 weeks. Garland White will operate the White Grain Co., with headquarters at Oklahoma City, having bought the business of the White Grain Co. from the writer.—Ben U. Feuquay.

An amendment will be voted on soon by the Board of Trade to allow the delivery of No. 3 hard wheat on future contracts at a penalty of 5c. No. 2 hard was deliverable when future trading was last conducted. The new ruling is to be in line with the policy of making wheat future contracts as liberal as possible in order to prevent congestion.

A new schedule of the average contents for grain cars destined to be unloaded here, was adopted by a vote of the members of the Board of Trade, May 22, the old schedule being too low. Under the new rule wheat remains the same, 1,400 bus., but other grains have been raised. Corn 1,500 bus., instead of 1,250; oats, 2,000 bus., against 1,700; rye, 1,500 bus., against 1,100; barley, 1,700 bus., against 1,500; kafir, milo and feterita, 80,000 lbs.; flaxseed, 60,000 lbs.

ST. JOSEPH LETTER.

Button-Simmons Grain Co. incorporated for \$30,000 by W. W. Simmons, Jr., W. F. Shepard, M. H. Simmons, L. C. Button, F. R. and W. P. Smith.

Work on the Public Elvtr. has been going right on tho there has been some delay in obtaining materials, labor, etc. Every effort is being made to complete the house by July 10. About 70 ft. of the workhouse which is to be 185 ft. high, has been completed.

A. L. Charrlin, of Sioux Falls, S. D., who has been connected with C. H. Thayer & Co. for ten years, has moved to St. Joe and will travel in northern Kansas and southern Nebraska for Bruce Bros. & Holdridge Grain Co.

ST. LOUIS LETTER.

Jos. T. Newell, formerly with the Geo. P. Plant Mfg. Co., is seriously considering entering the grain and flour business here again.

An increase of from \$2,000 to \$5,000 in death benefit of the Exchange's mutual life insurance, has been approved by a vote of the members.

When W. G. Dilts, of Dilts & Morgan, returned from the Kansas Convention, he found that his home had been robbed of property valued at several thousand dollars.

Sylvester L. Fisher, formerly on the road for the C. H. Aibers Com'n Co. which will soon discontinue business, will take a like position with the Ballard-Messmore Grain Co.

Members of the Merchants Exchange voted May 28 in favor of amending the rules pertaining to commission rates for the sale of grain; purchase of all grains and also commission rates on time contracts.

On June 11, the members of the Merchants Exchange will vote on the following amendments for the increasing of commission rates: on the purchase of wheat, in bulk or sacks, in track or levee, in store or to arrive, $\frac{3}{4}$ of 1 per cent where such percentage is greater than 2c per bu., and 2c per bu. where such percentage is less than 2c per bu. Corn (shelled), $\frac{3}{4}$ of 1 per cent where such percentage is greater than 1c per bu., and 1c per bu. where such percentage is less than 1c per bu. Oats, $\frac{3}{4}$ of 1 per cent where such percentage is greater than $\frac{1}{2}$ c per bu. and $\frac{1}{2}$ c per bu. where such percentage is less than $\frac{1}{2}$ c per bu.

MONTANA

Conrad, Mont.—The Conrad Grain Co. incorporated for \$25,000 by J. C. Price, H. S. Smith, and E. A. Haukam. An elevator will soon be put up.

Bozeman, Mont.—Since resigning as secretary-mgr. of the Farmers Exchange, Willsall, have been mgr. of the grain dept. of the Bozeman Mfg. Co. here.—V. F. Guinzy.

Antelope, Mont.—A new office will be built by the Farmers Grain & Trading Co. They will also install a Hall Dump Scale, manlift, rope drive and new power in the elevator, which is being repaired.

NEBRASKA

Dannebrog, Neb.—The Union Co-op. Ass'n has completed its new tile elevator.

Cortland, Neb.—The Farmers Grain & Coal Co. has recently been reorganized.

Elmwood, Neb.—New coal bins have been built by the Farmers Co-op. Union.

Litchfield, Neb.—The Farmers Co-op. Co. has been reorganized. C. E. Lang is now pres.

Emerson, Neb.—A new 10-ton truck scale has been installed by the Farmers Elevator Co.

Tilden, Neb.—Culver Burner, of Ewing, is now working at the elevator of the Shiveley Grain Co.

Osceola, Neb.—We will operate as the S. P. Johnson Grain Co. at this station.—S. P. Johnson.

Jackson, Neb.—Mike Kelleher has succeeded Valter Collins as grain buyer for the Atlas Elevator Co.

Primrose, Neb.—Bert Wilson, formerly with the T. B. Hord Grain Co., has resigned and is now at Doniphan.

Hay Springs, Neb.—Chas. Sackett has succeeded Henry Wortman as mgr. for the Nye-Schneider-Fowler Co.

Imperial, Neb.—We are building a new concrete elevator this summer and will install other new machinery.—Krotter & Fitzgerald.

Alma, Neb.—The Alma Community Mfg. & Elevator Co. has been organized with a capital stock of \$12,600 to build a mill and elevator.

Norfolk, Neb.—We are correspondents for the E. Bennett Co. at this market and also at Emporia, Kan., with headquarters at Sioux City, Ia.—H. J. Trusler, pres. Trusler Grain Co.

Hayland (Schuyler p. o.), Neb.—The Farmers Union Elevator Co. will be thoroughly overhauled and repaired. Earl Adams is mgr. Dump scale will be installed.

Touhy, Neb.—We will install a new scale and cleaner this summer. R. J. Jelinek is our mgr. and is very popular with us all.—Farmers Co-op. Grain Co.

Greeley, Neb.—We have erected a new store building and will put in a stock of hardware and implements.—Farmers Co-op. Elevator Co., Bart H. Cronin, mgr.

Farwell, Neb.—While shoveling grain into the elevator, Ignac Pawloske, mgr. of the Taylor-Harding Grain Co., suffered a severe accident, two of his fingers being badly torn.

Touhy, Neb.—The Farmers Co-op. Grain Co. has amended its charter so that each share of stock entitles the owner to a vote. The capital stock is now \$25,000 with \$8,300 paid in.

Ansley, Neb.—Ernest Wilson will be the grain buyer for the new Ansley Mfg. & Grain Co., which has taken over the ownership of the flour mills here. C. J. Southard will be mgr.

Gibbon, Neb.—The stockholders of the Grange Co-op. Elevator Co. have voted not to discontinue business, but to make an effort to reorganize, \$23,000 worth of stock having been pledged.

Dawson, Neb.—The contract for the repairs and installation of the machinery in the elevator of the Farmers Union Co-op. Ass'n here has been let to the Birchard Constr. Co. Work will be started soon.

Stanton, Neb.—The Farmers Union has bought the lumber yard and elevator of Chase Co. for \$70,000. The old company has been in operation for 36 years. Robert Piller will be mgr. and will take charge soon.

Crete, Neb.—Beside our plant at this city, including our recent new storage here, we are now building a new daylight, concrete and steel mill of 1,000-bbls. capacity, which will give us 3 mills.—The Crete Mills.

Ord, Neb.—The plant of the Shotwell Mfg. Co. is closed and I am now on a large farm which I am developing into a seed and dairy farm.—F. M. Judd, formerly mgr. for the above company. His present address is Sayer.

Ithaca, Neb.—Cleon Dech has succeeded Fred Nelson as mgr. of the D. R. Phelps lumber yard and the elevator of the Railsback Grain Co. Mr. Nelson will go to Colon as successor of L. E. Wise, for the Colon Grain Co., and Frank Rexilus will succeed Mr. Dech as mgr. for the Duff Grain Co. here.

Lodge Pole, Neb.—This company is owned by Geo. A. Roberts but is in no way connected with the business of the Geo. A. Roberts Grain Co. We have completed a \$50,000 lumber, hardware and office bldg. and with our new elevator soon to be completed will have an up-to-the-minute plant.—W. D. Russell, mgr., Lodge Pole Lumber & Grain Co.

Trenton, Neb.—The Trenton Equity Exchange is building a 17,000-bu. cribbed iron clad elevator on the C. B. & Q. with 2 truck dumps, 20-h. p. Fairbanks Oil Engine and Wagon Scale, Eureka Cleaner, Richardson Automatic Scale, Manlift, Hall Distributor and Non-Chokeable Boot. We will wreck our old elevator.—E. T. Blue, mgr.

Lodge Pole, Neb.—A new cribbed elevator for the Lodge Pole Lumber & Grain Co. will be completed by July 1st. This elevator will be equipped with 25-h.p. type "Y" Fairbanks Oil Engine, a 1,000-bu. grain cleaner, one stand of elevators with elevating capacity of 2,500 bus. per hour, equipped with Van Ness overflow distributor. The elevator will also have car puller and Moffitt Auto Truck Dump. The storage capacity will be 35,000 bus. Main storage building will be covered with galvanized corrugated siding and roofed with four-ply asbestos roofing. The powerhouse will be detached and built of reinforced concrete. R. M. Van Ness Constr. Co. has contract.

Beatrice, Neb.—The new mill which we are building will be devoted entirely to "Sweet Tooth" pancake flour. It will be under the direct supervision of Black Bros. Flour Mills. The building will be 118 ft. long and 32 ft. wide, and will have a capacity of 72,000 pounds of pancake flour daily.—A. H. Linaker, Sales Mgr. "Sweet Tooth" Products. Black Bros. Flour Mills.

OMAHA LETTER.

J. P. McGrath is now branch mgr. for Lowitz & Co., with an office in the Grain Exchange Bldg. He was for years connected with the Updike Grain Co.

The Crowell Lbr. & Grain Co. is installing a number of truck scales and Moffitt Truck Dumps at their elevators on the C. & N. W. R. R. in Nebraska. The R. M. Van Ness Constr. Co. is in charge of the work.

The reinforcing of the terminal elevator for the Merriam & Millard Grain Co. here has been completed. We will also add to this building equipment for receiving grain from the farmers' trucks. R. M. Van Ness Constr. Co. has contract.

The Casco Mfg. Co. suffered the loss of \$120,000 when its plant containing 10,000 bus. of wheat, valued at \$30,000; 5,000 bus. corn, valued at \$9,000, and 5,000 bus. of oats, valued at \$5,000, burned. The plant had a capacity of 40,000 bus. Besides the grain, all of the company's records and a considerable amount of money in the cash drawer were burned. Five cars of grain belonging to the company, which were to have been shipped out June 8, were badly damaged by water. Eighty per cent of the loss is covered by insurance.

Since the organization of the United States Grain Corp. in 1917 I have been vice-pres. in charge at Omaha. Our activities terminated May 31st under the limitation of the law and I am now making the following announcement: The organization of the Neal-Conklin Grain Co. with Chas. T. Neal as pres., L. E. Conklin, vice-pres., and Charles B. Neal, secretary-treas., has been formed. The new firm will conduct a general grain business with offices in the Grain Exchange. Mr. Neal has for many years been identified with western grain interests and for ten years prior to coming to Omaha to engage in war work was pres. of a Kansas City grain company operating one of the large terminal elevators here. Mr. Conklin, vice-pres. of the new company, has been with the Grain Corporation in Omaha since its organization as asst. to Mr. Neal. Charles B. Neal, secretary-treas. of the new firm, is a son of Chas. T. Neal and comes here from Kansas City. I return to active participation in the grain business with pleasurable anticipation as I have been in it practically all my life in this western country.—Chas. T. Neal.

NEW ENGLAND

Cherry Valley, Mass.—Benj. Sacks has entered the grain business here.

Greenfield, Mass.—Potter Bros. Co. have bought the grain business of A. J. LeBlanc.

Athol, Mass.—Ira A. Lowe, one of the best known grain and produce men in this section, is dead at the age of 70 years.

Boston, Mass.—Geo. R. Nutter, former 1st vice-pres. of the Chamber of Commerce, was elected pres. to succeed John R. Macomber, at the annual election, May 27. Frank W. Remick, 1st vice-pres.; Robert Amory, 2d vice-pres.; and Allan Forbes, treas. E. J. Frost is the head of the executive committee and Jas. A. McKibben was re-elected secretary.

St. Albans, Vt.—The new office bldg. of the St. Albans Grain Co. has been completed and it is considered one of the finest in this part of the country. Some of its distinguishing features are: On the ground floor there are several offices including those of the manager, stenographer, assistant manager, and president. The latter office is much larger than the other quarters. There is an advertising room and there are also cloak rooms and toilets. On the second floor there is a storeroom for stationery and office supplies, a large recreation hall, and a kitchen all fitted up for use. In the cellar are the furnace and coal rooms. The building has steam heat throughout and is equipped with electric lights, also hot and cold water. A new cement curbing and a sidewalk are being constructed in front of the office building. The mill and storage plant are now under construction and will be as completely modern as the office bldg.

John W. Tulleys & Co.

Incorporated

Public Accountants & Auditors

Systems and Audits for

Co-operative Ass'n's & Farmers Elevators

American State Bank Bldg.

LINCOLN, NEBR.

Stowe, Vt.—The Mt. Mansfield Creamery & Grain Ass'n is now building a new grain warehouse and granary. The machinery will include feed grinder and mixer and an elvtr. leg. The building will be 34x100 ft. with 20 ft. posts.

NEW JERSEY

Caldwell, N. J.—The Easton Mfg. Co. is building a large storage tank.

NEW MEXICO

Clovis, N. Mex.—We recently organized and are building a 12,000-bu. frame elvtr. I have been in the grain business 26 years and was formerly with Mr. Burdick at Melrose.—S. W. Lane, mgr., Lane & Son.

NEW YORK

New York, N. Y.—At the annual meeting of the Produce Exchange, held May 26, Pres. Edward Flash, Jr., said: The delays in transportation have cut down the earnings of the grain inspection fund during the year so that our excess of income over expenditures for the year ending Apr. 30, 1920, was only \$3,779.90, making the total assets now \$175,567.19.

BUFFALO LETTER.

There was a meeting of the creditors of Geo. E. Pierce to consider the sale of his properties, etc., June 7, before Referee in Bankruptcy James W. Persons.

A slight dust explosion in the leg of the Concrete Elvtr., May 26, caused very little loss as the blaze following was quickly put out by 2 men who were slightly burned while extinguishing it.

In order that grain boats may have better access to the elvtrs., it has been proposed that the Buffalo river be widened. Recently a 600 ft. boat was caught and could not make its destination.

When Chas. Kennedy recently retired from his office of 2d vice-pres. of the U. S. Grain Corporation, he gave a dinner at the Iroquois Hotel to all of the employees of his office and thanked them for the efficient service they had rendered him. In return the diners gave Mr. Kennedy a handsome silver vase inscribed with the seal of the food administration.

NORTH DAKOTA

Langdon, N. D.—W. H. Goozee has resigned as mgr. for the St. Anthony & Dakota Elvtr. Co.

Aurelia, N. D.—J. C. Morris is now mgr. for the Farmers Elvtr. Co. He was formerly at Cleveland.

Mantador, N. D.—J. F. Mitchell is mgr. of the Farmers Grain & Seed Co., which have recently completed a new house.

Beulah, N. D.—We have had our elvtrs. repaired and put into first-class condition.—Farmers Elvtr. Co., Edw. Gentz, mgr.

Russell, N. D.—E. H. Anderson, mgr. of the Co-op. Elvtr. Co., has been fully exonerated from the alleged charge of theft and arson.

Zap, N. D.—We have replaced the old countershaft in our elvtr. with a new one and put in 3 bearings where there were only 2. We rebuilt the pit and overhauled the scales, making the house an up-to-date one. I am mgr. here for another year.—G. D. Riesstand, mgr., Farmers Co-op. Co.

OHIO

Maximo, O.—The Washington Farmers Grain Co. has been organized for \$30,000.

Cedarville, O.—We are retiring from business, having sold to the farmers.—Yoder Bros.

Woodstock, O.—Farmers Elvtr. Co. incorporated for \$30,000 by H. P. Clause and others.

Brighton, (Wellington, p. o.), O.—Clyde Welch is now mgr. of the Farmers Elvtr. Co. here.

Grant, O.—Farmers Grain Co. incorporated for \$30,000 by G. Glock, E. P. Miller, E. Smith and others.

Unipolis, O.—Mail addressed to the Rinehart Grain Co. is returned marked "Out of Business."

Nevada, O.—Farmers Grain Co. incorporated for \$35,000 by E. T. Burnside, Neil Gardner and others.

Pemberton, O.—I have sold my business and expect to leave here at least for the summer.—L. G. Shanley.

Mechanicsburg, O.—Farmers Exchange incorporated for \$100,000 by M. L. Gaver, J. F. Bane, C. S. Neer.

Eaton, O.—The Eaton Farmers Exchange is negotiating for the purchase of the elvtr. of J. H. Musselman.

Prospect, O.—I am mgr. for the Marion Grain & Supply Co., operating here as the Union Mills.—F. E. Blair.

Creston, O.—We have sold our elvtr. to the Farmers Equity Co. of Creston.—A. L. White, S. M. White & Sons.

Lodi, O.—The Lodi Equity Exchange Co. will install a Hall Signaling Distributor in its new elvtr. now under construction.

Roy, O.—I have recently bot the elvtr. of Morris & Studebaker and operate the plant in my own name.—J. B. Studebaker.

Sabina, O.—Sabina Grain Co. incorporated for \$50,000 by C. A. Thomson, J. A. Moore, L. Wilson, J. A. Purcell and J. H. Ray.

Atlanta, O.—Farmers Grain Co. incorporated for \$80,000 by R. S. Templin, F. Brown, H. P. Jenkins, W. S. Skinner and W. Campbell.

Osborn, O.—The Osborn Co-op. Grain Co. incorporated for \$50,000 by F. Shellabarger, R. Funderburg, R. Dickman, M. L. Stewart and J. A. Hallett.

New Paris, O.—We are getting along nicely with the new elvtr. and will have a fine house when it is completed.—J. W. Noeker, Farmers Equity Exchange.

La Rue, O.—The Co-op. Grain & Supply Co. has been organized with a capital stock of \$30,000 by H. M. Sylvester, A. J. Manley, C. H. Allen and others.

Mechanicsburg, O.—The Mechanicsburg Farmers Grain & Seed Co. incorporated for \$100,000 by H. P. Clause, H. P. DeBout, D. H. Graven and others.

New London, O.—James A. Miller has lost his suit against the Farmers Elvtr. Co., for \$25,000 for personal injuries received when he fell into the grain pit at the elvtr.

Piqua, O.—The Piqua Flour Co. has been out of business since last October. I was sec'y of the company but am not connected with the grain trade.—C. E. Williams, former secy.

Cleveland, O.—The consolidation of the Cleveland Mfg. Co. and the Cleveland Grain Co. became effective June 1 and the company is now operating as the Cleveland Grain & Mfg. Co.

Newcomerstown, O.—The Canton Feed & Mfg. Co. is unloading the material for its new 10,000-bu. tile, tank elvtr. and for the new 30x90 ft., 4-story warehouse. Work on the actual building will begin as soon as possible.

Swanders, O.—We have sold our plant here to the Farmers Co-op. Co., which operates as the Swanders Farmers Elvtr. Co. I am mgr. of the Fristoe Grain Co. which succeeded the Fogt Grain Co. at Piqua.—E. D. Fristoe, Fristoe Grain Co., Piqua.

Columbus, O.—H. C. Wurlitzer is pres. of a new company which has taken over the controlling interests of the Williams Mfg. Co. C. H. Kearns is vice-pres.; E. S. Baneman, treas.; J. B. Wolfe, gen. mgr., and F. J. Miller, sec'y, with offices in the Hartman Bldg. here.

Rawson, O.—We bot ground for a new elvtr. some time ago but have had difficulty in getting work and material to move our elvtr. off the R. R. site so will have to postpone it till harvest is over. The capacity of the house will then be trebled and new machinery installed.—Wm. Ludwig, mgr., Rawson Co-op. Grain & Supply Co.

Milford Center, O.—Recently the Ohio Grain Elvtrs. Co. sold its assets at Milford Center to The Milford Center Grain Co., its assets at Irwin to The Irwin Farmers Grain Co., its assets at Mechanicsburg to The Mechanicsburg Farmers Grain & Seed Co., and its assets at Woodstock to The Woodstock Farmers Elvtr. Co., with H. J. DeBout, pres., D. H. Graven, vice-pres., and H. P. Clouse, sec'y-treas. The above three with N. C. Gest and F. G. Fullington form the officers and board of directors of each of the above named companies. The charter of the Ohio Grain Elvtr. Co. is expected to be surrendered about July 1st and the company dissolved.—The Milford Center Grain Co., H. P. Clouse, sec'y-treas.

Prospect, O.—I have sold my elvtr. and not know just what I shall do in the future.—H. W. Wolfley.

CINCINNATI LETTER.

Cincinnati, O.—On May 26, the Grain & Hay Exchange held an informal dinner dance at the Sinton Hotel, celebrating the 2'd anniversary. Its withdrawal from the Chamber of Commerce.

Cincinnati, O.—A June wedding just announced to friends of the groom who are his daily associates on the floor of the Grain Hay Exchange, is that of Ralph H. Brown, Henry W. Brown & Co. to Miss Enid King, Cleveland. It is, as usual, a romance of the great "Conflict."

OKLAHOMA

Greenfield, Okla.—E. J. Hill is now mgr. of the Farmers Grain & Supply Co.

Pond Creek, Okla.—We have installed Trapp Dump.—Farmers Grain Co.

Cordell, Okla.—I am now mgr. for the Farmers Co-op. Ass'n.—R. L. Henry, mgr.

Capron, Okla.—The Farmers Grain & Co. is installing two Westinghouse Motors.

Douglas, Okla.—J. C. Pearson has succeeded Pearson & Hayton at this point and at Muskogee.

Tillman, Okla.—The Warner Grain Co. building a 10,000-bu. frame, ironclad elvtr.—A. T. Black.

Frederick, Okla.—The Billingslee Grain Co. will again operate the elvtr. here this season.—A. D. Winson.

Kremlin, Okla.—We are installing a Trapp Truck Dump and a Fairbanks 10-ton Scale.—Farmers Elvtr. Co.

Perry, Okla.—Perry Mill & Elvtr. Co. incorporated for \$500,000 by Frank and Jos. A. Ka and T. C. Thatcher.

John Switch (Kosoma p. o.), Okla.—J. Voorhees' elvtr. burned here June 5. Insurance on building, \$26,000.

Nash, Okla.—We have installed an ash dump and have re-covered our elvtr. with brick siding.—Home Grain Co.

Butler, Okla.—I have sold an interest in elvtr. to J. E. Grigsby and we will operate Webb & Grigsby.—C. W. Webb.

Bradley, Okla.—Bradley Elvtr. & Warehouse Co. incorporated for \$35,000 by Roy C. Smith, B. W. English and W. E. Corbett.

Miami, Okla.—Farmers Co-op. Grain & Supply Co. incorporated for \$30,000 by S. Sims, John L. Atkinson, R. D. Yost and others.

Gage, Okla.—We sold our Gage Elvtr. to the James Grain Co., Mr. James having been mgr. for the Farmers Grain & Supply Co. here.

Mooreland, Okla.—We will take over the elvtr. of the Mooreland Grain Co., June 1, and will operate it as Crawford & Bailey.—A. V. Crawford.

Virdeen, Okla.—The Farmers Elvtr. Co. has been formed and is making plans to buy an elvtr., having already \$6,500 toward the purchase of one.

Newkirk, Okla.—The Farmers Supply Co. has bot the elvtr. of the Cathart & Cottrell Grain Co. and will increase the capital stock from \$15,000 to \$24,000.

Buffalo, Okla.—Wallingford Bros. are having plans drawn for a \$20,000-bu. elvtr. to be built at this station. The elvtr. will probably be of reinforced concrete.

Selman, Okla.—G. B. Means, formerly mgr. of the Farmers Elvtr. Co. at Protection, Kan. is now mgr. of the recently organized Farmers Co-op. Grain & Supply Co.

Okarche, Okla.—The Farmers Co-op. Ass'n. is installing a Trapp Dump and Harry Hunter is also installing one in his elvtr.—Oscar Dowd, mgr., Farmers Co-op. Ass'n.

Union City, Okla.—The Farmers Co-op. Elvtr. Co. has been recently organized for \$25,000 and has bot the elvtr. owned here by the El Reno Mill & Elvtr. Co.—B. A. Brown, sec'y.

Mountain View, Okla.—The Farmers Union has let contract to the White Star Co. for a 20,000-bu. elvtr. to be equipped with sheller cleaner, 1,500-bu. Richardson Automatic Scale, Fairbanks Engine and Wagon Scale, No. Bowsher Mill, 2 legs, stone burr, steel manlift and track dump.

Guthrie, Okla.—After July 1, the Sun Grain Feed Co. will be known as the Sun Grain & Export Co., but there is to be no change in the management.—B. K. Smott.

Buffalo, Okla.—We are building a 30,000-bu. elevator of the latest model and will install Hall Signaling Distributor. I am mgr. of the company.—Jim Litz, mgr. Farmers Co-op. Elevtr. Co.

Gotebo, Okla.—The Farmers Union has let contract to the White Star Co. for a 23,000-bu. elevator, equipped with Eureka Cleaner, Richardson Automatic Scale, manlift, track pump and Fairbanks Engine and Wagon Scale.

Dewey, Okla.—The Dewey Mill & Grain Co. has increased its capital stock to \$50,000 and has added a 40x80 ft. warehouse to its elevator. New electric motor power has been installed in place of gas engines.—Geo. Brown, mgr., Dewey Mill & Grain Co.

Pryor, Okla.—The Farmers Union of Mayes County, has been organized here with a proposed capital stock of \$75,000 of which \$16,500 has already been paid in. The board of directors has been authorized to buy, lease or build an elevator and to secure a mgr. at the earliest possible moment. Wm. Tell is sec'y.

Watonga, Okla.—The Okla. City Mill & Elevtr. Co. has let contract to the White Star Co. for a 10,000-bu. elevator to be built adjacent to a 10,000-bu. steel tank. Elevtr. will be equipped with one leg, Sidney Sheller, Eureka Cleaner, Globe Dump, Manlift, Fairbanks Engine, and Wagon Scale, and also a Richardson Auto Scale.

Sulphur, Okla.—The Farmers Grain Exchg., E. J. Webb, mgr., has a new 20,000-bu. elevator on the Santa Fe with a 100 ft. office, warehouse and mill room. The equipment includes 10-ton Fairbanks Wagon Scale, Ehrsam Roller Mill, meal bolter, Eureka Cleaner, Manlift, Richardson Auto Scale, 2 legs, and 2 motors, built by the White Star Co.

Waukomis, Okla.—Geo. M. Lovell, who has been local mgr. for the El Reno Mill & Elevtr. Co. here, will be transferred to the company's headquarters at El Reno. The Farmers Elevtr. Co. which recently bot the elevator will be given possession when the grain now in the house can be loaded out. The company will get the coal bins and the coal in them when they take possession.

Meno, Okla.—We have bought the mill and elevator of the Meno Milling Co. at this place. We have sold the flour machinery and will run a feed mill and will grind feed of all kinds, corn meal, graham flour and rye flour. This gives us a good warehouse with basement. We will be jobbers and retailers of flour, feed, etc.—Farmers Elevtr. Co.

Tonkawa, Okla.—I am building 40,000-bu. tumbled ironclad elevator to replace old house. It will be equipped with 3 Trapp Truck Dumps, legs and leg flues, Monitor Cleaner, Bowsher Mill, Sidney Sheller and Manlift Fairbanks Automatic Scale, Monarch Wagon Scale, electric power and oil engine. I expect to add fireproof storage tanks and operate as a bonded warehouse.—G. M. Cassity.

Woodward, Okla.—The L. O. Street Grain Co. is building a wood elevator of 8,000 bus. capacity at Lovedale and two tile elevators of like capacity at Buffalo and Selman, all on the Santa Fe extension from Waynoka to Buffalo. The Alva Roller Mills and the Farmers are building 5,000-bu. elevators at Buffalo, and will build smaller elevators at Selman. Both the Alva Roller Mill elevators will be built of tile.

Arapaho, Okla.—Wm. Black will be mgr. for the Farmers Union Co-op. Elevtr. Co., here. The elevator was recently bot from the Clinton Mfg. Co. and possession was given June 1. The house will be remodeled and equipped with a new sheller and wheat cleaner. The company has also bot a home for the mgr., Ruby Mill, who has been buyer for the old company for years, will remain with the new company for another year.

Sentinel, Okla.—The Farmers Co-op. Ass'n is in possession of the mill and elevator plant of the former farmers' company but the present owners do not believe in milling so have taken out the mill machinery and fitted up the mill as additional storage room. New equipment will be added and the entire handling capacity will then be 1,000 bus. a hr. D. J. Leiter, who was mgr. for the old company, has been retained as mgr. by the new organization.

Bixby, Okla.—The Tulsa Farmers Co-op. Co. bot the elevator of E. B. Baxter, Broken Arrow, May 28, for \$13,750. The house was built last spring by the Bower, Brown, Baxter Mill & Elevtr. Co., of Broken Arrow, upon the site of one burned Sept., 1918. The management of the elevator has been turned over to its new owners and Wm. Friese has been appointed as local mgr. The company recently bot the Samuel Plummer elevator at Broken Arrow, which, with the purchase of the Bixby elevator, gives the farmers possession of elevators at Bixby, Owasso, Broken Arrow and Collinsville.

ENID LETTER.

Enid, Okla.—The McKnight Grain Co. incorporated for \$5,000 by J. R. McKnight, Frank L. and Lenora Godfrey.

Enid, Okla.—I have been here with the Munn Brokerage Co., since May 15., having discontinued my work as licensed grain inspector.—Hugh Webster.

Enid, Okla.—Ben Feuguay has resigned his position with the White Grain Co., and will in future be with the Bruce Bros. Grain Co. of Kansas City, Mo.

Enid, Okla.—Our company has been organized since the 15th day of May this year, composed of J. L. Godfrey, J. R. McKnight and Lenora M. Godfrey. Our Mr. McKnight is the same person, who was formerly connected with the Munn Brokerage Co. at Enid, being manager of their office for the past year.—McKnight Grain Co.

OKLAHOMA CITY LETTER.

The Hardman-King Grain Co. will increase its capital stock to \$150,000.

P. J. Mullin, operating the Mullin Grain Co., here, has secured offices in the Grain Exchange Bldg.

The Grain Exchange has leased the 5th and 6th floors of the Grain Exchange building and will use both of them exclusively for grain.

The following officers were elected at the recent annual meeting of the Grain Exchange: Jesse Vanderburgh, pres.; C. A. Polson, vice-pres.; Gerome V. Topping, sec'y-treas.; F. Straughn, W. L. Perkins, D. J. Rutledge, J. J. Stinnett and R. H. Drennan, directors.

P. L. Jacobson is devoting his entire time to securing the 1,200,000-bu. elevator that the city has decided it needs. The formation of a terminal company of men well known in the grain trade to head such a company is nearly completed and articles of incorporation will be asked for in a very little time.

OREGON

Buena Vista, Ore.—I may sell my entire holdings here and go into other business.—W. S. McClain.

Portland, Ore.—Gordon T. Shaw, of Seattle, has opened a grain office here in the Board of Trade Bldg., with Walter L. Wilson as local mgr.

Erskine, Ore.—The Moro Farmers Elevtr. & Supply Co. has let contract for a new 50,000-bu. cribbed elevator here and will have its elevators at Moro and Hay Canyon overhauled and repaired. The Glasser Constr. Co. will do the work.

PENNSYLVANIA

Pittsburgh, Pa.—J. Elmer Guyton, who had been engaged in the grain brokerage business here for the last 26 years died suddenly at the home of his son, P. H. Guyton, Allentown, May 18. He was apparently in his usual health when he retired, but died at midnight. He was 51 years old and was a member of the Commercial Exchange for over 20 years, and was at one time sec'y of the exchange. He is survived by his widow and one son. His many associates and friends on the exchange, and those who knew him in the every day routine will miss him greatly, the suddenness of his death making the shock all the harder to realize.

PHILADELPHIA LETTER.

A com'ite has been organized on the Commercial Exchange for the purpose of boosting the membership. The following have been chosen to get busy and gather in the outsiders: William B. Stites, chairman, Frank M. Rosekrans, Frank M. Turnbull, Hubert J. Horan, George J. McGee, Morris Miller and Samuel L. Burgess.

The North American Grain Forwarding Co. has applied for membership in the Commercial Exchange.

The directors of the Commercial Exchange have under consideration the increasing of the prices on membership. They are at present \$250, and the new proposed price is to be \$500. Dues were increased Jan. 1, from \$35 to \$50 a year. The matter will come up for vote June 11. The amendment reading as follows: The fee for membership shall be \$500, until the membership shall reach 450, when it shall be advanced to \$1,000.

SOUTHEAST

Albany, Ga.—The Newsome Grain & Feed Co. will build a warehouse and factory here.

Macon, Ga.—Effective June 1, 1920, the Mott Brokerage Co. has purchased the interests of Edmund B. Quinby in his brokerage business at Macon, Ga. (which has been operated for the past two years as a branch of Tampa, Fla.), and said business will continue under the active management of James J. Mott, who has been in charge of the Macon office for more than a year past, and who has had about 12 years' experience in the merchandise brokerage business. This change does not in any way affect the Tampa, Fla., office and business of Mr. Quinby.—Mott Brokerage Co., by James J. Mott.

SOUTH DAKOTA

Reliance, S. D.—Geo. Wheeler is now mgr. for C. W. Derr.

Stickney, S. D.—The Co-op. Union will build new coal sheds this summer.

South Shore, S. D.—Wesley Ernst is now mgr. for the elevator of the Cargill Grain Co.

Bruce, S. D.—Peter Larson has succeeded Lars Larson as mgr. of the Farmers Co-op. Co.

Dimock, S. D.—Plans are being made by the Farmers Co-op. Elevtr. Co. to install motors in the 3 elevators it operates here.

Yankton, S. D.—The Yankton Grain Co. has bot 2 elevators in the northern end of this state and also an elevator in southern Minnesota.

Platte, S. D.—Farmers Union Grain & Live Stock Co. incorporated for \$100,000 by F. A. Uttech, Martin Strand and R. O. Jacobs.

Farmers, S. D.—The Farmers Elevtr. Co. has bot the elevator of the Hoese & Lueth Grain Co. and will do considerable repair work on it.

Sheffield, S. D.—The farmers will build an elevator as soon as they finish organizing or will buy the house already here.—R. S. Johnston, agt., G. W. Van Dusen & Co.

Loomis, S. D.—We will not install a new motor, but want to move the one we have from the ground floor to the cupola.—G. F. Bork, mgr., Farmers Elevtr. Co.

Irene, S. D.—The Bradley-Robertson Grain Co. has bot the elevator of the Turner Grain Co. which was formerly managed by C. C. Danielson, vice-pres. of the company.

Carlyle, S. D.—We have let contract for the moving of our elevator from here to Norbeck, a town about two miles east. Will install cleaner and make other improvements.—A. M. Sorenson, mgr., Farmers Elevtr. Co.

Watertown, S. D.—Wm. Henry Stokes, formerly pres. of the Stokes Mfg. Co., died suddenly May 26. He had returned from an auto ride and was sitting in a chair talking to his family, when he was stricken. Heart failure is believed to have been the cause of his death.

Broadlands, S. D.—The repair work done on the elevator of the Equity Exchange and surroundings has been completed. We now have in addition to a large commodious flour warehouse, a very elaborate office, having 3 rooms, one engine room, one for the directors and the other for the main office. There is a full basement and a heating plant will be installed before cold weather.—H. Aughmbaugh, mgr.

Henry, S. D.—Eugene Kearney and J. P. Kelley of Yankton, S. D., and E. G. Hoch of Elkton, S. D., have bot the 2 elevators and potato warehouse here and the elevator at Cobden, Minn., formerly owned by E. Blankenberg. The plant at Henry will be operated under the name of "The Henry Grain & Potato Co.," with J. P. Kelley as manager, and will deal in grain, potatoes, flour, feed & coal.—Eugene Kearney.

TENNESSEE

Chattanooga, Tenn.—The Lookout Brokerage Co. has been admitted to membership in the exchange.

Memphis, Tenn.—E. M. Allen and Ferd Heckle have been admitted to membership in the Merchants Exchange.

Memphis, Tenn.—The J. Rosenbaum Grain Co. has opened offices in the Merchants Exchange bldg., with H. L. Emmert as mgr.

Columbia, Tenn.—The plant of the Columbia Mill Elevator Co., burned Dec. 25, 1919, will be rebuilt at once and efforts will be made to have it ready for operation in 3 months time.

Chattanooga, Tenn.—Geo. M. Smart has been elected to succeed Chas. F. Hood, as pres. of the Hay & Grain Exchange, Mr. Hood resigning May 25. No other changes in the officers. The weighing department had been added to the inspection department and C. E. Server, chief inspector, has been sworn as chief weighmaster for the Exchange and ass't chief sealer of weights and measures for the city of Chattanooga and Hamilton County. Deputy weighers are located at all grain and feed houses under the jurisdiction of the chief weigher of the Exchange and the chief sealer of weights and measures of Chattanooga and the county of Hamilton.

TEXAS

Stevenville, Tex.—Wm. Clay has let contract for an elevator.

Abilene, Tex.—Work on the construction of the new plant of Y. P. Yarbrough has been resumed.

Pittsburg, Tex.—G. A. Hess and Alton Hill have formed a partnership and will operate as Hess & Hill.

Blum, Tex.—R. C. Garrison, formerly at the Pittman Mills at Clebourne, is now in charge of the Blum Mills.

Booker, Tex.—Booker Equity Union Exchange incorporated for \$26,000 by W. J. and E. W. Leham and O. A. Aspelin.

Galveston, Tex.—Section C of Pier 41, of the Galveston Wharf Co., partially burned June 1 with a damage of \$500,000 on the wharf and warehouses.

Washburn, Tex.—The new elevator here now under construction is that of H. E. White. Will be ready for new crop.—G. M. James, mgr., Kell Mfg. Co.

Amarillo, Tex.—We are still operating 5 elevators, and have not disposed of any of them, as has been rumored.—W. S. Martin, U. S. Strader Grain Co.

Follett, Tex.—The Teter Grain Co., of Woodward, will build a 10,000-bu. elevator and will equip it with a Richardson Auto Scale, manlift, 1 leg, Fairbanks Engine and wagon scales.

Lockney, Tex.—The Lockney Coal & Grain Co. has let contract to the White Star Co. for a 28,500-bu. elevator equipped with 1 leg, a Richardson Auto Scale, 25 h.p. Y Engine, manlift and Globe Dump.

Foard City, Tex.—The Hughston Grain Co. has let contract to the White Star Co. for a 7,000-bu. elevator, to be equipped with a 1,000-bu. Richardson Scale, Fairbanks 10-ton Wagon Scale and engine and a manlift.

Margaret, Tex.—The Hughston Grain Co. has let contract to the White Star Co. for a 12,000-bu. elevator, to be equipped with a 2,000-bu. Richardson Scale, Fairbanks Engine and 10-ton Wagon Scale, manlift and Eureka Cleaner.

Greenville, Tex.—We are building a new 50,000-bu., ironclad elevator with cement floors. It will be electrically driven and will have automatic scales. Will be in operation about June 20.—L. E. Stark, mgr., Stark Grain & Elevator Co.

Floydada, Tex.—The equipment of the new 23,000-bu. elevator of the South Plains Grain Co. will include a Eureka Cleaner, 2 motors, 500-bu. Richardson Auto Scale, 2,500-bu. leg, 10-ton Fairbanks Wagon Scale, manlift. An office will also be built.

Kaffar Switch (Tulia p. o.), Tex.—The Cowan Grain Co., Tulia, Tex., has let contract to the White Star Co. for a 12,000-bu. elevator equipped with Fairbanks engine and Wagon Scale, Eureka Cleaner, one leg and manlift. It will also build warehouse and office and install a 2,000-bu. Richardson Scale.

Crowell, Tex.—The Hughston Grain Co. will install a 2,000-bu. Richardson Scale, 10-ton Fairbanks Wagon Scale and manlift and will build 10,000 bus. additional storage.

Fort Worth, Tex.—The following have been admitted to membership in the Texas Grain Dealers Ass'n: E. S. Dixon & Co., Houston; Houston Milling Co., Houston; Leland Grain Co., Breckenridge; Rogers Produce Co., Rogers; The Sugarland Industries, Sugarland; Saint & Co., Houston; Thompson Wilson & Co., Sherman. Applicants for membership are: Hill & Meredith Grain Co., Hillsboro; Ropes Mercantile Co., Meadow; J. W. Mead, Valera; Porter Grain Co., Hale Center; Berry-Thomas Grain Co., McKinney; Marshall Grain Co., Floydada; Farmers Warehouse of Morse, Morse, La.; Hoover Milliken, Jennings, La.; Producers Milling & Warehousing Co., Lake Arthur, La.; W. E. Watson, Lamesa, Texas.

UTAH

Gunnison, Utah.—The Hermansen Roller Mills will build 5 concrete tanks of 10,000 bus. capacity each, or a total of 50,000 bus. Work will be started at once and it is hoped to complete the job by July 1.—M. L. Hermansen is mgr.

WASHINGTON

Toppenish, Wash.—Preston Grain & Mfg. Co. incorporated for \$100,000 by H. P. Preston, J. S. Ferguson and J. S. Preston.

Crab Tree (Garfield p. o.), Wash.—The old warehouse has been torn down and a new elevator is being erected. The concrete foundation is completed.

Palouse, Wash.—We are building a new 50,000-bu. concrete elevator. It will be electrically operated by 4 motors, overhead power dump for wagon or truck, gravity system thruout and an Invincible No. 8 Separator.—Farmers Union Whse. Co.

Albion, Wash.—One end of the warehouse of the Colfax Grain Co. collapsed recently and a large amount of grain in it was exposed to the wind and rain. It is that that the frequent rains recently had undermined the foundation of the building, which was formerly owned by the Farmers Alliance Co.

WISCONSIN

Janesville, Wis.—L. H. Case will build a new 30'x60 ft. concrete and frame warehouse.

Lomira, Wis.—The Lomira Elevator Co. has increased its capital stock from \$10,000 to \$20,000.

Deerfield, Wis.—The Farmers Warehouse Co. has bot the warehouse of the Michelson & Quammen Flour & Feed Co. and is now in possession of same.

Eau Claire, Wis.—The Wisconsin Grain & Cereal Co., of Menomonie, has bot the mill, elevator and warehouses of the C. W. Cheney Co. and took possession June 1. The Cheney Company succeeded the Northern Grain Co., which built the elevator, and began business in 1887.

Berlin, Wis.—Laura Belcher, formerly in charge of the office of the Wright Mfg. Co. here, having succeeded Geo. Mariner last fall, has resigned and will be associated with the Ladish Mfg. Co. F. W. Wright will succeed her with his company.

West Bend, Wis.—About eight weeks ago the farmers here had a meeting with the intention of buying or building a place. We made them a proposition to sell our place, but up to the present there has not been any further agitation in this direction.—Pick Bros.

MILWAUKEE LETTER.

We are indebted to H. A. Plumb, sec'y of the Chamber of Commerce, for a copy of the 61st annual report of the Exchange for the year ending Dec. 31, 1919, and the fiscal year of the Exchange ending Apr. 5, 1920. A complete summary of the extent, business opportunities, industries, in fact, a small history of the city of Milwaukee, is given in concise and brief form on page 50. The report also contains the general report of the exchange and the detailed reports of its various committees and departments, showing figures that are to be depended on. It also gives the full and complete Charter and Rules of the chamber, together with the usual lists of the officers for this year, a list of all the presidents of the exchange from April, 1858, Committees of the Board of

Directors, gen. com'ites, an excellent index of the contents of the report, a list of the 52 members enrolled at the end of the year, and the names of 9 members in 1919 and 6 in 1920, making a total of 15 who were called from the ranks by death.

WYOMING

Buffalo, Wyo.—Pelissier Elevator Co. is our of business here and we have succeeded them.—R. O. Watkins, sec'y, Johnson Co. Farmer Ass'n.

St. Joe Grain Men Entertain.

The St. Joseph Grain Exchange members entertained more than 250 grain men in a joint meeting of Kansas, Missouri, Iowa and Nebraska dealers at the Country Club on June 7.

The morning was turned over to registration and handshaking. Cigars were passed out and the visitors made themselves at home on the trading floor of the Exchange until after the close of the market.

At 1:30 the crowd from the exchange streamed down in front of the Grain Exchange building, where three chartered cars waited to take the dealers to the more serious part of the meeting—the business session at the Country Club.

A jazz band greeted the grain men when they arrived at the Country Club, and although the surroundings had all the symptoms of "Spring Fever," there were few who played "hooky" from the meeting hall, and consequently the meeting was well attended and matters pertinent to the grain trade were thoroughly discussed. After a few encores by the quartette and the saxophone boys, the meeting was called to order by Ewing Herbert, Editor Stock Yards Journal, introducing Mayor Eliott Marshall who welcomed the visitors to St. Joseph. E. J. Smiley, Sec'y Kansas Grain Dealers Ass'n, was elected chairman and took charge of the meeting. D. L. Boyer, Sec'y Mo. G. D. A., was elected sec'y of the meeting.

H. B. English, from the Kansas City Grain Supervision office demonstrated the method of grading grain as done in the Inspection offices of the Grain Exchanges and in the Federal Supervision offices as well, and urged all country shippers to familiarize themselves with the rules and regulations and to inspect their grain in the same manner it will be inspected when reaching a terminal market. He also urged that the shippers purchase standard grain grading equipment, in order to get accurate grades.

A dealer: Can the same results in the moisture test be obtained when using a copper flask as when using a glass flask?

Mr. English: Yes, but with the glass flask you can see the thermometer, and better judge the amount of oil covering the bulb of the thermometer.

A dealer: When cracked kernels are taken from a sample are they included in the dockage?

Mr. English: No, cracked kernels are grain and not classed as dockage.

Mr. Smiley: Is it necessary to use brass triers? I understand that Fairbanks, Morse Co., will soon put a heavy galvanized iron trier on the market, which will be much cheaper than the brass trier.

Mr. English: There is no objection to using a galvanized iron trier, provided it holds its shape.

F. H. Geiger, Everest, Kan.: If I am not satisfied on my grade placed on a car of grain, what recourse have I besides re-inspection? Recently I shipped a car of wheat which graded as No. 3 soft wheat, but when it reached the terminal a grade of No. 4 red wheat with 55½-lb. weight was placed on the car. The following day on reinspection graded No. 4 Red Sample with a test weight of 56 lbs., and the third inspection showed as No. 3 Red and 56 lbs. weight. But the

ext day the sample was marked "presence of weevil" and the price was cut 5 cents.

Mr. English: You can always take up such cases with the Grain Supervisor's office.

Mr. Geiger: I understand the charge at Kansas City for treating a weevil infected car of grain is \$10, or the option of having a 2-cent discount. Is this correct?

E. D. Bigelow, Sec'y Kansas City Board of Trade: That charge is correct. I want to suggest to country shippers that they carefully inspect their grain before shipping and notify the receiver or commission man what grade you think the grain is. Then if the grade does not come up to expectations, the receiver can immediately call a re-inspection.

TRAFFIC AND CLAIMS.

S. R. Duckett, Mgr. Traffic and Claim Dept., of the Kansas Grain Dealers' Ass'n., read a report on the "Facts Concerning the Collection of Claims." This report will be found in our report of the Kansas Grain Dealers' Ass'n meeting, elsewhere in this number.

A dealer: Can you give us the rules to follow to keep our scales in proper condition, so they will be accepted as *bona fide* weights?

Sec'y Smiley: The document containing the necessary information on the proper installation and care of scales can be secured from the Supervisor of Documents at Washington, D. C. for 5 cents per copy.

Mr. Bigelow: The importance of properly inspecting country shippers scales cannot be over-estimated. Every shipper should be prepared to give affidavit of weights with all shipments going to points of non-supervised weights.

Mr. Smiley: The Trade rules of the Kansas Ass'n were revised at our meeting last week, and one change included a phrase as follows: A contract for purchase on affidavit of weights is not a valid contract unless the affidavit of weights accompanies the B/L.

Will S. Washer, Atchison, pres. of the Kansas Grain Dealers Ass'n, gave a short talk on the value of organization and urged the

Missouri Grain Dealers to become more thoroughly organized and follow the example of the Kansas Ass'n with a record of 24 successful years.

Sec'y Smiley: One of the officials of the U. P. R. R., told me that when the railroads were turned back to private ownership they were short 800,000 box cars, and if all shops were run at maximum capacity the country could only build 200,000 cars per year, while the average number of cars to be discarded in one year is around 100,000. So you will see that it will be nine or ten years before the box car situation gets back to normal. There is still a lot of grain back in farmers' hands of the old wheat crop. The new crop is about to move. The question that confronts the grain shippers today is, what is each individual going to do when the new crop starts to move, and what is your banker going to do on extending loans for carrying grain?

A prominent banker told me that I would be justified in telling the members of my Ass'n they shud refuse to accept wheat from the farmers under such conditions. Then again, if we do handle the crop, are we to handle it on the small 8-cent or 10-cent gross margin which the Grain Corporation claimed to be a sufficient margin?

From the outlook, it seems certain that trading in wheat futures for the December option will be resumed on July 15th. Let me warn you country shippers, that if future trading is resumed not to take a chance on hedging your cash grain by selling the December option, if that option is 5 cents or 10 cents below the value of your cash grain. It is likely to catch you coming and going.

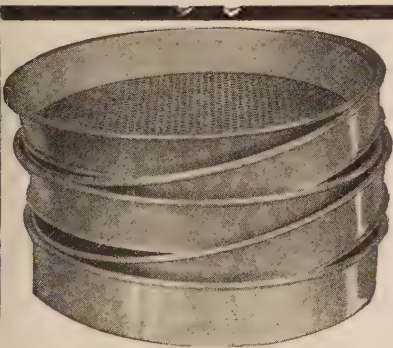
T. B. Armstrong, of the Kansas Weighing Department discussed scale questions and said that in his estimation the four essential things for 100 per cent efficiency in weighing are: (1) Accurate Scales, (2) Accurate Weighing, (3) Reports without Error, and (4) Non-leaking box cars. He said further: This, of course, is almost an ideal condition which we can hardly hope to attain. If you are users

of Automatic Scales, be careful to inspect frequently and pay particular attention to the mechanical details of the scale. Since Mr. Hart has been connected with the Kansas State Weighing Dept., he has done away with the old practice of having assistant weighmen located at various industrial plants, who were in the employ of that private corporation. You can see how this might work an injustice, and it is a decided step forward to abolish the system. We are now attempting to inspect every scale in the state twice, or more, each year.

Sec'y Smiley: The K. G. D. A., is now prepared to send car tags to all its members. We intend to use these tags in the same manner as the Minnesota shippers use them. That is, to put the grain weight, grade, and consignee on the tag and tack it on the outside of both grain doors. This will give the weighmen and inspectors a chance to re-weigh or re-inspect as soon as a difference is shown.

Meeting adjourned *sine die*.

In the evening a banquet was served at the Country Club. This was probably better attended than the business session, but nevertheless there was enuf food to go around, although Ches. Weekes, Charlie Geiger and a few others had to go to the kitchen for their share. When the sounds of eating had died away, the presiding officer, S. A. Penny, Vice-Pres. of the St. Joe Grain Exchange, took charge, and Toastmaster Ewing Herbert, followed with the introduction of several speakers all of whom made short impromptu speeches, having been previously warned against long-winded orations, or in fact, anything that resembled heavy business. Among those who addressed the dealers were: F. P. Manchester, Sec'y of the Omaha Grain Exchange; Judge W. K. James, Candidate for Congress from the 4th Congressional Dist.; A. P. Marlin, of the St. Joe New-Press; Mayor Marshall, of St. Joe.; Will S. Washer, Atchison; M. U. Norton, Mexico, Mo.; E. J. Smiley, Sec'y of Kansas G. D. A.; E. D. Bigelow, Sec'y of the Kansas City Board of Trade.

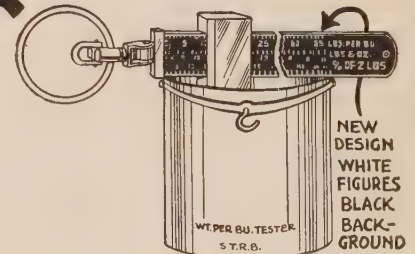


Wheat Dockage Sieves



TO HANDLE WHEAT PROFITABLY

it will pay you to have accurate grading apparatus. SEEDBURO QUALITY is the standard used by the Government, Terminal Markets and Country Shippers everywhere.



New Type Wt. Per Bu. Tester

WHEAT DOCKAGE SIEVES NO. 10

Made throughout of heavy aluminum. Set consists of 5 sieves and bottom pan. These should always be used to determine dockage.

NEW DESIGN WEIGHT PER BU. TESTER

We have perfected this device so it is possible to have a clear, sharp reading of the scale beam. The advantage of white figures on black background can easily be appreciated.

SPECIAL FOUR-IN-ONE DOCKAGE SCALE

Our own design and patent. Is used by thousands of shippers. Very accurate, agate bearing. White figures on black background. Weighs in grams for dockage, gives test weight per bushel by use of pint cup which goes with each scale, also weighs in ounces for mail matter. The use of this scale will save you hundreds of dollars.

OFFICIAL BROWN-DUVEL MOISTURE TESTERS

always in stock for prompt shipment. Wheat dockage sieves, wagon tryers, sample pans and complete grading equipment.

Catalog No. 32 free on request

SEED TRADE REPORTING BUREAU

619-623 Postal Telegraph Bldg., Chicago, Ill.



Special Four-in-One Scale

COZAD, NEB., the largest initial shipping point for alfalfa in the United States, ships a total of 2,000 tons of alfalfa hay and alfalfa feed annually. Recently an accumulation of alfalfa in one stack at this point amounted to 830 tons valued at \$20,000.

SIoux CITY, IA.—Part of the old Sioux City Starch Works has been purchased by the Grain Belt Mills, the company whose plant was recently destroyed by fire. The building to be occupied is to be completely remodeled, have another story added and be ready for occupancy about Sept. 1.

FT. COLLINS, COLO.—The number of alfalfa mills in Colorado probably will not increase alfalfa production in this state except in a few localities. Alfalfa is a rotation crop whose successful growth governs the success of other crops. When hay is high there will be an increase in the amount of hay milled. With moderate prices the tendency is to increase the amount fed to livestock on the ground. Successful feeding industries are based on relatively cheap hay. When hay is high priced, feeding drops off and more hay is milled. Thus the amount fed and the amount milled constitute two points between which the movement swings as a pendulum.—Alvin Kezer, chief agronomist, Colorado Agricultural College.

OMAHA, NEB.—An active branch of the Horse Ass'n of America was formed at the city by an assembly of over 300 on May 10. Mayor Edward P. Smith, welcomed the organization to Omaha. Included in the speakers were Nick Ronin, veteran race horse breeder; F. A. Brogan, pres. of the Chamber of Commerce, and Col. C. E. Hawkins, S. S. a member of the purchasing department of the United States Remount Service. Walter Jandine, an Omaha transfer man, made a plea for better bred horses for city work. He said that since the old time driver is gone we need horses with sense. Senator H. G. McMillan of Sioux City blamed the introduction of machinery, the labor shortage and the high cost of feed for the standstill of breeding for the last 6 years. Wayne Dinsmore, Chicago, national sec'y for the Horse Ass'n, spoke of the tractor and the horse and explained that the horse is still one of the essentials of agriculture. He then reviewed the activities of the Horse Ass'n of America. M. C. Peters, pres. of the M. C. Peters Mill Co., and A. Peters, secy. for the same firm, made the preliminary arrangements for this meeting.

	Receipts		Shipments	
	1920	1919	1920	1919
Chicago, tons	13,722	20,642	33,882	33,111
Cincinnati, tons	1,020	4,290
Milwaukee, tons	3,112	3,955	12,837	18,811
New York, tons	130	132
St. Louis, sacks	44,160	120,520	65,070	200,510
San Francisco, tons	160	193

THE ST. ALBANS GRAIN CO., St. Albans, has registered the word "Charlestock" as its trademark, No. 130,692, for use on stock feed; and the word "Paragon" as its trademark, No. 130,695, for use on dairy feed.

CHICAGO, ILL.—The Harvey Milling Co. has taken over the Harvey Elevator Co. at Harvey, a Chicago suburb. Work is to be started on a new mill, which when completed will be used for the manufacture of the entire line of Park & Pollard feeds. The pres. of the Harvey mill company, D. A. Badenoch, is also pres. of the Park & Pollard Co. Other officers of this company are T. G. Williamson, vice-pres.; W. W. Doe, treas., and R. McLean, secy.

HOUSTON, TEX.—The reason for the non-export of cotton seed products to European countries, principally Holland, Germany, Denmark and Scandinavia, is largely due to the unfavorable exchange situation. Furthermore, of these countries are using concentrated feeds very sparingly at the present time. During the early part of last fall sufficient quantities of cotton seed products were exported to Scandinavia, Holland and Denmark to carry them over until the new crop. This information we receive from our correspondents.—Sigmund Rothschild, pres. Sigmund Rothschild Co.

THE EASTERN FEDERATION of Feed Merchants is making big plans for its annual meeting to be held at Pittsfield, Mass., on the 24 and 25. Included in the speakers already secured are Frank A. Coles, a member of the Arbitration Com'te of the Grain Dealers National Ass'n, who will speak on contracts; Dean K. Webster, who will speak on grain dealer's fire insurance; and John C. D. of St. Louis, Mo., who will be one of the speakers at the banquet as well as during the meeting. It is also the intention of the Ass'n to invite the service of an official of the eastern railroads to speak on the transportation problems of the day.

ELLIS DRIERS

According to reliable statistics this country is short 4,000 locomotives, and 200,000 freight cars. There is no immediate relief in sight. The question is—are you prepared to hold your grain in storage? You are certainly not prepared unless you have installed a grain drier.

May we have your inquiry?

The Ellis Drier Co.

332 S. La Salle Street
CHICAGO, ILL.

The United States Feed Distributors Ass'n Formed.

At a meeting of sixty-two jobbers in mill feeds, held in St. Louis the last week of May, the United States Feed Distributors Ass'n was organized. The following by-laws were adopted:

The name of the ass'n shall be the United States Feed Distributors Ass'n.

The purposes of the ass'n shall be to assist in the enactment and enforcement of uniform state and federal feed laws, which in their operation shall deal justly with the rights of distributors of feeds. By concert of action with each other and with administrative officers of state and federal authorities, either individually or in their organized capacity endeavor to provide against any abuses, unfair practices or any evils in any way pertaining to the feed industry; to fasten and promote such regulations and intimacies between its members and handlers of feeds as shall tend to closer and more responsible business relations; to improve and perfect a standard of business integrity which shall cover strict adherence to the fulfillment of all contracts.

The members of the ass'n shall consist of two classes, active and associated. Active members shall consist of carload distributors who enter into contracts for their own account in feeds used for feeding domestic animals and poultry. Associate members shall consist of the following: Millers of feed; manufacturers of millfeeds, also blended or compounded feeds; brokers in all feeds; any and all feed dealers' organizations through their official representatives; publishers of trade journals.

The annual dues shall be \$35 for active members and \$15 for associate members.

The matter of dues was much discussed, terminating finally with the adoption of L. C. Newsome's motion to make the dues \$35 for active and \$15 for associated members.

The temporary officers elected to serve until the next meeting, when the organization will be completed, include: Pres., E. C. Dreyer, St. Louis; sec'y, D. N. Sosland, St. Louis; vice-presidents, H. V. Lancaster, St. Louis; Frank J. Ludwig, Boston; E. Crosby, Brattleboro, Vt.; W. Q. Fehling, Philadelphia; H. A. Wilber, Jamestown, N. Y.

The fifteen directors elected are as follows: Frank Liddy, Chicago; H. I. Morey, Buffalo; L. C. Newsome, Pittsburgh; Ben F. Schwartz, New York City; H. C. Nothorn, Memphis; E. S. Woodworth, Minneapolis; W. S. Hoge, Nashville; J. S. Waterman, New Orleans; E. I. Bailey, Cleveland; W. J. McMillan, Mobile; M. D. Levy, Louisville; Frank M. Rosekrans, Philadelphia; O. C. Opsal, Minneapolis; E. M. Hibbs, Kansas City, and Ed La Budde, of Milwaukee.

New Kansas Feed Regulation.

New rules for the registering and tagging of shorts have been announced by the feed control office of the Kansas State Agricultural College to become effective July 1.

After that date shorts must bear a label stating the amount of screenings and scourgings they contain. Also a descriptive word shall appear as part of the brand name in the same size and face of type explaining the presence of the screenings and scourgings.

Another provision of this rule makes it illegal to sell shorts without designating whether they are brown, gray or white.

A special bulletin defines these three grades as follows:

(a) Brown shorts consists of the fine particles of bran, germ and very little of the fibrous offal obtained from the "tail of the mill." This product must be obtained in the usual commercial process of flour-milling. The standard minimum guaranty which should be met is: protein, not less than 16 per cent; fat, not less than 3.5 per cent; and fiber, not more than 6.5 per cent.

(b) Gray shorts consists of fine particles of the outer bran, the inner or "bee-wing" bran, the germ and the fibrous offal obtained from the "tail of the mill." This product must be obtained in the usual commercial process of flour-milling. The standard guaranty which should be met is: protein, not less than 16 per cent; fat not less than 3.5 per cent; and fiber, not more than 5.5 per cent.

(c) White shorts consists of a small portion of the fine bran particles and the germ and a large portion of the fibrous offal obtained from

the "tail of the mill." This product must be obtained in the usual commercial process of flour-milling. The standard minimum guaranty which should be met is: protein, not less than 14.5 per cent; fat, not less than 3 per cent; and fiber, not more than 3.5 per cent.

American Feed Manufacturers Ass'n.

The American Feed Manufacturers Ass'n will hold its twelfth annual meeting at the Hotel La Salle, Chicago, Ill., Thursday and Friday, June 17 and 18. Present indications are for the largest meeting held by the Ass'n. All sessions of the Ass'n will be public except that the convention will close with an executive session on Friday afternoon. Any person interested in the problems before the feeding industry is invited to attend the open sessions and take part in the discussions. Many sales managers of feed manufacturing concerns are expected to be in attendance. A conference for the sales managers will be held the morning of June 19.

The speakers and the subjects they will discuss follow:

Dr. H. P. Armsby, Director of the Institute of Animal Nutrition of the Pennsylvania State College, whose subject will be "National Nutrition"; Mr. Wayne Dinsmore, Sec'y of the Horse Ass'n of America, will speak on the subject, "Feeding Three Million Horses"; Dr. E. V. McCollum of the Johns Hopkins University, Baltimore, Md., has chosen as his subject, "How the Chemist and the Feed Manufacturer can help the Farmer with his Feeding Problems"; Dr. Andrew J. Patten, East Lansing, Mich., Pres. of the Ass'n of Feed Control Officials of the United States, will speak on, "The Relation of Chemistry to Feed Manufacturing"; Dr. E. F. Ferrin of the Kansas State Agricultural College has selected the subject, "Neglected Factors in Swine Feeding"; Dr. E. B. Forbes of the Ohio Agricultural Experiment Station will discuss "Mineral Feeds for Farm Animals"; Dr. G. F. Heuser of Cornell University, Ithaca, N. Y., has chosen as his subject "Feeding Poultry for Economical Production." At the annual dinner on Thursday evening, Mr. John Fletcher, Vice-Pres. of the Fort Dearborn National Bank, Chicago, will speak on the subject, "The Signs of the Times."

Among the important features of organization business is the proposed amendment to increase the dues. The present Article dealing with this subject is as follows:

The membership dues shall be payable semi-annually in advance on June 1 and Dec. 1 as follows:

Manufacturers \$1.50 per year, for each \$1,000 paid in capital stock. Yearly dues not to be less than \$37.50 nor more than \$150.

Manufacturers of alfalfa meal only 75c for each \$1,000 of paid in capital stock. Yearly dues not to be less than \$37.50, nor more than \$75.

Wholesale dealers and jobbers, \$37.50 per year.

Associate members, \$37.50 per year.

Manufacturers' ass'ns on a basis to be determined by Executive com'te.

The amendment to be considered at the meeting reads:

The membership dues shall be payable semi-annually in advance on June 1 and Dec. 1, as follows:

Manufacturers, \$3 per year, for \$1,000 of capital invested in the feed industry. Annual dues to be not less than \$75 nor more than \$500.

Manufacturers of alfalfa meal only \$1.50 for each \$1,000 of capital invested in the alfalfa meal industry. Annual dues to be not less than \$75 nor more than \$250.

Wholesale dealers and jobbers, \$75 per year.

Associate members, \$75 per year.

Manufacturers' ass'ns on a basis to be determined by Executive com'te.

A RECORD MAIZE SALE is that reported by a Buenos Aires firm. This firm has sold a half million tons of maize in a single lot for July delivery, this transaction constituting a record.

THE ADJUSTMENT of railroad transportation, with a view of increasing the movement of grain to primary markets, has had no effect on the speculative situation, which continues strong on apparently sound fundamentals.—L. W. Forbell & Co., New York City.

Grain Carriers

EIGHTY MILLION bushels of Minnesota grain are yet to be moved before the new crops arrive, reports the Minneapolis Traffic Ass'n.

BUFFALO, N. Y.—Grain scoopers and elevator men who have been on strike since early in April are gradually returning to their old positions.

A SOUTHWESTERN dealer located on the Santa Fe states that of the 168 cars he has loaded out since July 15, 1919, only 8 have been property of the A. T. & S. F. R. R. Co.

TO MOVE southwestern grain of the old crop from Texas, Oklahoma and Kansas will require 4,750 cars, reports the C. R. I. & P. Ry. to the Oklahoma Dept. of Agri.

THE EXECUTIVE COM'ITE of the National Industrial Traffic League has appointed Joseph H. Beek, traffic director of the St. Paul Ass'n, St. Paul, Minn., as executive sec'y in the place of Guy M. Freer, deceased. Mr. Beek assumed his new duties June 1.

ENGLISH FREIGHT rates on government controlled lines have only increased 7% since 1913, reports the Ministry of Transportation Estimates. A return to the old competitive system of railway operation at this time would be wasteful, says the Minister.

"UNLOAD the 2,700 cars of grain in Galveston and put the cars into service," is the nature of an Interstate Commerce Commission order to the five railways entering Galveston, Tex. The commission states that the unloading and storage will be at the expense of the shipper.

RELIEF of the freight tie up caused by the switchmen's strike is shown in a report of the American Railroad Ass'n to the Interstate Commerce Commission. For the week ending May 22, 750,978 freight cars were loaded, which is 9,476 cars more than were loaded during the week preceding the strike.

THE RAIL TIEUP has caused a marked increase in traffic on the Ohio river. On May 22 ten freight boats were lined up waiting to be unloaded at Louisville, Ky. The previous week a St. Louis firm was making shipments to Cincinnati by a fleet of barges. An old Louisville settler remarked that things looked like they did about 1875.

AT A HEARING of the International Joint Commission on the proposed Great Lakes-St. Lawrence Waterway at Winnipeg, recently, W. A. Milner, sec'y of the Winnipeg Board of Trade, testified that the proposed route probably would save 1c or 1½c a bushel on grain shipments to the eastern coast, but that the Winnipeg Board of Trade was of the opinion that returns from this waterway would not be commensurate with the cost.

A RECORD wheat cargo cleared from Chicago recently on the steamer Sir Trivor Dawson. The 431,000 bus. of wheat valued at \$1,300,000 consigned from South Chicago to Georgian Bay was not a capacity cargo because the water was too shallow to allow the further loading of 20,000 bus. which the ship could have carried. The water in the Calumet River at South Chicago averages 20 to 22 feet deep except for a rock bottom stretch of about 1,000 feet, which is only 18 feet deep.

TIME LIMIT for the reshipment of rye over the Burlington from Minneapolis, Minnesota Transfer, and St. Paul, Minn., to Chicago, Peoria and stations taking the same rate, on freight bills dated after Jan. 1, 1919, and before June 1, 1919, was extended until June 1, 1920. The freight bills upon presentation to the Western Weighing and Inspection Department were ordered stamped as follows: This freight bill or tonnage credit slip representing rye on hand at ***** Elevator, will be accepted until June 1, 1920, for reshipping at the lawful rate, effective ***** (date) from *****

THE RAIL situation has made it impossible for mills at Rochester to get oats or wheat. As a result many plants are operating only half time.

"FREIGHT CHARGES must be paid within 96 hours by the shipper" is one of the rulings by the I. C. C. under the new Transportation Act which will become effective on July 1.

BANKERS of Kansas City, Mo., have thru E. F. Swinney, pres. of the First National bank of Kansas City, protested to the Interstate Commerce Commission about the insufficient supply of freight cars for the transportation of grain that has been allotted to the state of Kansas, Oklahoma and Texas, while priority in grain car allotments has been given the northwest whose harvest is over two months away.

THE PROPOSED INCREASE of one cent per 100 pounds in the stop-off charge of grain milled in transit would have a serious effect on western elevators in Canada, according to J. P. Jones, Canadian grain commissioner. It is his contention that such an increase would add considerably to the ultimate cost of the grain. At the rate of one cent per 100 pounds, the additional charges to every car of grain milled in transit would be \$7. This would have a tendency to lessen the business of western elevators.

SALES of GOVERNMENT owned merchant ships were tentatively agreed upon May 31 by the house and senate conferees on merchant marine legislation. Provisions were made to sell certain classes of ships to foreigners, if it seemed advisable to do so. The shipping board would be permitted to operate the vessels, pending their sale. The house conferees also endorsed the senate amendment in favor of a merchant marine for the United States. House provisions would allow fifteen years in place of twenty years for American buyers to pay for the ships, while foreigners would be allowed ten years for payment.

A STOCK CAR fit for shipping bulk grain is possible with a little labor and expense. With an expenditure of from about \$50 to \$60 a stock car may be cleaned, coopered and made grain tight by the country shipper. The car is then practically the property of the dealer. He labels it with the words, "When empty return to *** at ***." When shipments are made to nearby markets and not off the original carrier this car will be returned, as per the directions on the outside. Some dealers have gone to their carriers and have leased one of these cars for a small amount to make sure of having one for their exclusive use and then have made it fit to carry grain. This scheme has its drawbacks because grain will be bought at a discount when it cannot be reconditioned. Nevertheless, the several Illinois dealers who have resorted to the use of stock cars for grain have not had corn heating in their elevators, and instead of waiting weeks for a car have at least kept their grain moving.

BETWEEN 1907 and 1917 the increase in the investments in the railways per man employed was \$3,000. Meantime, the number of passengers carried one mile per employee annually increased 37 per cent and the number of tons carried one mile per employee increased 61 per cent. Reductions in grades, eliminations of curvature from track, enlargement of terminals, provision of larger cars and more powerful locomotives enabled the railways largely to increase the amount of traffic handled per car, per locomotive and per train, and it was these things which enabled business in proportion to the number of men employed. The increase in the pay roll was due partly to the establishment of the eight-hour day, which cannot be undone and which resulted in an increase of 250,000 in the number of employees is that advance in wages. The result of the increase in the number of employees is that substantially less freight traffic is now being handled per employee than before Government operation was adopted. Cannot the railway companies remedy this condition?

They undoubtedly can, but it will take time and what is equally pertinent, it will require large expenditures of capital.—*Railway Age*

THE PROPOSED general advance in freight rates to become effective about Sept. 1, 1919, had led the Pittsburgh Grain & Hay Exchange to adopt the following resolution: Resolved that, should a rate increase be inevitable, we most respectfully suggest that the extra burden be placed on other traffic as we firmly believe that any further handicap placed on farm products will only add to an already serious situation. And be further resolved:—That it should also be borne in mind that whatever advance, if any, may be determined upon, same should be applied as a single advance to traffic moving combination rates. No apparent emergency exists requiring a general increase in rates to be made prior to September 1st, 1920, upon which time the returns of the carriers are guaranteed by the Federal Government and the interests affected are of such tremendous importance as to warrant the closest study in order to avoid serious inconveniences which may very easily result from hasty action.

INCREASED Lake Michigan ex-lake rates published by the carriers to become effective June 1, will not be suspended by the Interstate Commerce Commission. The increase of cents per 100 lbs. will make the following rates per 100 lbs. effective from Buffalo: domestic shipments will be: to Boston, Mass., 20 cents; to New York, N. Y., Philadelphia, Pa., and Baltimore, Md., 16.67 cents. Rates when shipments are for export are: Boston, Mass., and New York, N. Y., 16.67 cents; to Philadelphia, Pa., and Baltimore, Md., 15.83 cents. These rates include a charge of not exceeding 1 cent per bushel made by the elevators against the grain for elevator and transfer from vessels to cars and including 5 days storage. Ex-lake rates from Erie, Pa., West Fairport, Ohio, and Oswego, N. Y., are now on the basis of the ex-lake Buffalo rates, except that from Erie and West Fairport the rates to Baltimore, domestic, are the same as to Baltimore, export, namely, 15.83 cents per 100 pounds. Via the Erie Canal the ex-lake Buffalo rates to New York City will be, effective June 9, 1920, 2 cents per 100 pounds less than the rates above shown.

THE SUPREME COURT on June 5 dismissed the federal anti-trust suit against the Quaker Oats Co., on motion of the government. The government asked dissolution of the company under the Sherman Act; but the company won in the lower court. An appeal was then made to the highest court. The case had been in the courts for a long time, and the final dismissal was the result of a conclusion, according to Assistant Attorney General Ames, that the chance of reversal did not justify prosecution of the appeal in view of recent decisions.

Basis for Claims in Wheat Weighing Opposed by Railroad.

The Southern Railroad is vigorously opposing the claims of shippers against carriers on the basis of out-turn weight of wheat, and has already notified shippers not to sell wheat to mills in the territory covered by the Southern Railroad on the basis of out-turn weight, expecting to file claims with the carriers to cover the difference between the invoice and the out-turn weight.

Having issued this warning, the railroad company further states that it will not recognize the out-turn weight furnished by millers because of the practice of millers to run wheat thru the cleaning machinery, adding the weight of the screenings to the weight of the clean wheat, and then to use this combined weight to represent the out-turn weight of the car. The railroad company argues that such weights do not represent the true contents of the car, and therefore, should not be used as the basis for claims against the carriers.

Millers Want Same Rates on Wheat.

The Millers National Federation has just issued a statement bearing on our export flour trade and the effect on the milling industry of the lower ocean rate on wheat. The Federation says:

At present export flour trade is practically at a standstill, while wheat is being exported as rapidly as ships can be secured to load it. This is largely the result of the policy adopted by the United States Shipping Board, which has, for several months, indicated a rate for ocean transportation on flour 25 cents per 100 pounds higher than the rate on wheat. In doing so the Shipping Board is endorsing the action of the British Admiralty, which established the rate in order to discourage importation of flour and to encourage the constant operation of British flour mills; one of the principal factors in adopting this policy is the securing to British farmers the desirable wheat millfeeds resulting from the milling of wheat in British mills.

The resulting situation is that a branch of the United States Government, the Shipping Board, is lending its influence to the support of a policy which deprives American mills of the rightful privilege of grinding the wheat and exporting the flour, and at the same time deprives the farmers and dairymen of the United States each month of thousands of tons of much needed millfeed, and the effect of larger supplies of millfeed as a factor in establishing the prices of all other feeding-stuffs.

National Industrial Traffic League to Hold Meeting.

The National Industrial Traffic League will hold its summer meeting at the Bellevue-Stratford Hotel, Philadelphia, Pa., Thursday and Friday, June 17 and 18. The com'tee on arrangements, under the chairman, George P. Wilson, has provided a four session program devoted to discussion and conferences on leading questions fronting the country in its transportation situation.

The proposed freight rate increases will be considered at length, and a joint conference with the American Railway Ass'n is also scheduled. Action is also anticipated with regard to the continuance of terminal com'tees at the large traffic centers, and recommendations to the Interstate Commerce Commission are expected. These com'tees were appointed several weeks ago by the League and the Railway Ass'n to help in the movement of freight to relieve congestion.

The docket issued by the League concerning this meeting provides for reports of the executive com'tee on the advanced freight rates, the conference with the Railway Ass'n, and changes in the constitution; reports of the com'tee on car demurrage and storage; of the com'tee on B/L; of the classification com'tee; of the coastwise shipping com'tee; of the com'tee on rate construction and tariffs; of the com'tee on inland waterways; of the com'tee on freight claims; of the com'tee on diversion and reconsignment; of the com'tee on export and import traffic; of the com'tee on legislation; of the com'tee on claims resulting from intensive loading; of the com'tee on railroad leases and side-track agreements; and of the com'tee on transportation instrumentalities.

Special features to be presented by several of these com'tees include: the House Bill providing for an annual appropriation of \$100,000,000 for the next five years for various inland waterway and coastwise improvements; Senate Bill S-4254 amending the Panama Canal Act, permitting railroads to own and operate boats on the Great Lakes; the Ship Mortgage Bill; three per cent War Tax on transportation charges; demurrage and storage on export traffic; liability of telegraf companies; and car service as administered by the commission.

Business within the organization will include reports of the following com'tees: membership, organization, weighing, and rate relationships.

Supreme Court Decides in B/L Case.

The Supreme Court, on May 17, rendered its decision in the B/L case, Docket 4844. The history of the case follows. A number of carriers, not under federal control, secured an injunction in the New York District Court to prevent the Interstate Commerce Commission from putting into effect its B/L prescribed in Docket 4844. The case was appealed to the United States Supreme Court.

The decision pointed out that the Transportation Act requires changes in both forms of Bs/L, and accordingly, the Court held the opinion that the necessary effect of the enactment of that act was to make the case a moot one. The Court ordered that the carriers' petition be dismissed without prejudice to the right of the complainants to assail in the future any order of the Interstate Commerce Commission

prescribing Bs/L after enactment of the Transportation Act.

The issuance of a new B/L by the Interstate Commerce Commission is expected.

The Value of a Newspaper.

With a world-wide famine of newsprint paper and with paper manufacturers charging exorbitant prices, the question of the value of a newspaper demands the thoughtful attention of all readers.

The shortage of paper creates a most difficult situation for the average publisher and the government should assist in the solution of the problem. Instead of assisting, the United States government makes the matter worse by constantly increasing the cost of postage under the zone system.

While the government has constantly increased the difficulty of the publishers of every successful newspaper, it has spent millions of dollars lavishly in the publication of vast quantities of reports, speeches, pamphlets and queer documents.—Post and Record.

FREE to You

A maple stroker, for striking off the grain in the bucket tester.

Prescribed by the Federal rules for use in the bushel weight test.

We have printed the two sides with the government grades for wheat, corn and oats, showing all the requirements of the various grades,—a very handy and useful reference table.

Ask for one. It's an advertisement, and it's FREE, Postpaid.

Look over your

Grain Testing Equipment

and order now, to secure prompt delivery.

Brown-Duvel Moisture Testers
Dockage and Percentage Scales
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Dockage Sieves for Wheat and Corn
Sample Pans
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Airtight Sample Containers,

and replacements of stoppers, thermometers, tubes, flasks, etc., for the moisture tester. Our stock is large and complete, and shipments are prompt.

And don't forget the HESS GRAIN DRIER. The late and cold spring will make a HESS DRIER necessary and profitable. Free booklets.

Hess Warming & Ventilating Co.

907 Tacoma Bldg.

Chicago

Grade Requirements	
Wheat JULY 15, 1915	
Minimum	Maximum
Weight per bushel	Weight per bushel
14.0	14.5
14.5	15.0
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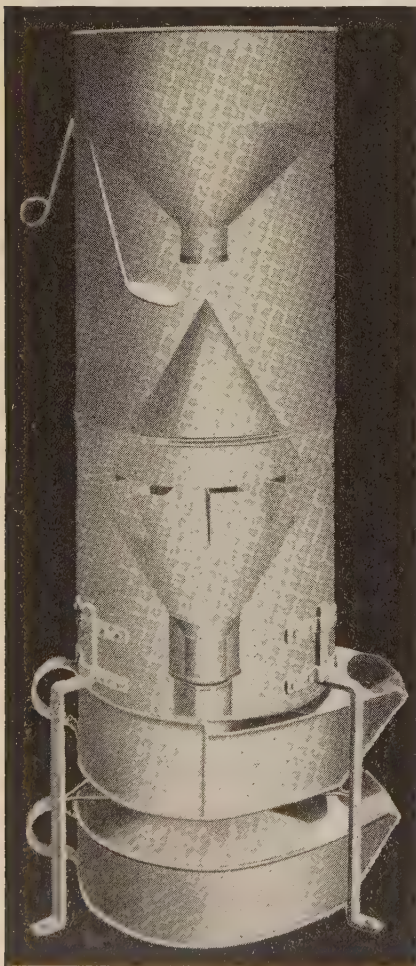
The Modified Boerner Sampler.

The Bureau of Markets, of the United States Department of Agriculture, has devised recently a comparatively inexpensive apparatus to take the place of the more expensive Boerner sampling device. It is similar in principle to the more expensive sampler, but is so designed that it can easily be constructed of block tin or brass by any tinsmith at about one-third the cost of the original.

The grain sample to be used in grading a given lot, can be evenly divided by the new sampler so that one-half will be as representative as the whole original sample. The sampler is cylindrical, about thirty inches high. The sample to be halved is poured into a hopper at the top, which is emptied by pulling a lever that removes a cap over the lower end of the hopper. The grain, flowing downward, strikes the apex of a baffle, in the form of a cone. Around the base of this cone are a series of small chutes whose distance apart is exactly the width of these openings. Half of the grain flows into these chutes, and half between them.

The half that falls between the chutes flows directly into the uppermost of two pans placed one above the other at the base of the sampler. The half falling into the chutes is diverted into a funnel, the lower end of which leads to a protected opening in the center of the upper pan, thus allowing this half of the grain to go into the lower pan. The original sample in this way is evenly divided into two parts, one of which is certain to be as representative of the original lot as is the other.

Any one in the United States is free to make and use this device, illustrated herewith, without the payment of royalty. The Department contemplates sending out modified samplers to be copied by local tinsmiths and returned. A descriptive bulletin is in press.



Modified Boerner Sampler.

Controversy Over New Wheat Tax in Argentina.

The Argentine Chamber of Deputies has approved the fixing of an export tax on wheat of \$40 per ton and flour at \$50 per ton, to be in force until Nov. 30, 1920. The tax on wheat would amount to about 46 cents per bushel, and on flour to about \$1.89 per barrel of 196 pounds. President Irigoyen sent a message to Congress asking the passage of the law, the proceeds of which would be used to obtain a reduction in the domestic price of bread and other wheat products in such manner considered convenient by the president. Under the law wheat and wheat products would be called public utilities.

The law, as it stands now, will greatly interfere with exporters, and already Ministers for the British, French, and Italian governments have protested such legislation. The new export duty would apply to wheat already contracted for and still awaiting embarkation. This wheat amounts, in the case of the French government, to 500,000 tons; British, 200,000 tons; and Italian, 240,000 tons. This wheat with other contracts pending, exceeds by far the Argentine government's surplus for export, which totals about 1,200,000 tons.

The exporters who contracted with their governments thru the Wheat Commission will be obliged not only to pay 4 pesos duty per hundred kilos but to assume the additional burden imposed by one of the provisions of the law which compels the exporters to sell to the Argentine government an amount of wheat equal to 25 per cent of the total they export at a price 10 pesos less than the present market price.

The Senate will take up consideration of the proposed law Saturday, June 12.

War Taxes.

[From a contribution to The Nation's Business by Daniel C. Roper, former Commissioner of Internal Revenue.]

Congress appropriated last year approximately \$25,000,000 for the administration of the Internal Revenue Bureau. The money paid out directly by tax-payers in their endeavor to comply with the law last year amounted in my opinion, to no less than \$100,000,000.

Not only are thousands of men and women, already staggering under this burden of the extraordinary problem of reconstruction, further burdened by the brain fagging intricacies of invested capital and the differentiation between what is income and what is not, what may and what may not be deductible, etc., but in the final analysis they are put to the necessity of employing lawyers, accountants and engineers at much expense to calculate tax liability. They must employ extra clerical help, install and maintain special records, and in many instances, overhaul entire systems and methods of accounting, which may be adequate for ordinary business purposes, but which do not enable compliance with the tax laws.

Experience has demonstrated the desirability of thoroughly revising the excess profits law as quickly as possible and of enacting new legislation which will produce needed revenue without such deterring effects upon industry and thrift, and without such delays in getting the money which is owing to the Government into the Treasury and that which is overpaid back to the taxpayer.

IMPORTATION WITHOUT SPECIAL AUTHORIZATION, of hard wheat intended for the manufacture of semolina, alimentary pastes, and ship's biscuits, and soft wheat destined for making ship's or sweet biscuits under the regime applicable to temporary imports, and under guarantee of the reexportation of the manufactured products, is permitted in France by order of the French Ministry of Commerce, April 15. A special export permit for this purpose is not now required.

ELLIS

Oat Purifiers

Animals know by instinct what is good for them. That is why they prefer Ellis Purified Oats to the natural oats. Ellis Purified Oats will not make animals sick, because they are purified and sterilized, resulting in a more appetizing and healthful feed.

The government ban on purified oats has been raised with the result that purified oats are more popular than ever before.

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Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Confusions Becoming Known to Agents.

Universal Grain Code, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

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GRAIN DEALERS JOURNAL

305 S. La Salle Street, Chicago, Ill.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com's'n the carriers have made the following changes in rates:

E. B. Boyd, agent, Western Freight Tariff Bureau in circular No. 1-0 gives rules, regulations and exceptions to classifications, effective July 12.

A. T. & S. F. in Sup. 7 to 5588-K gives local, joint and proportional rates on grain, grain products, etc., between points in Kan., Colo., Mo., and Okla., also Superior, Neb., and Joplin, Mo., and points in Ill., Ind., Ia., Kan., Mich., Minn., Mo., Neb., Okla., and Wis., effective June 16.

C. B. & Q. in Sup. 4 to 1800-C gives local, joint and proportional rates on grain, grain products, broom corn and seeds between stations on the C. B. & Q. (lines west of the Mississippi River), also R. C., B. H. & W. and Chicago, Peoria, Ill.; St. Louis, Mo.; St. Paul, Duluth, Minn.; also other points on the lines east of the Missouri River as specified in the tariff, effective May 5.

C. & A. in Sup. 8 to 1596-E gives joint and proportional rates on grain and grain products from Illinois stations on the C. & A.; C. & I. M.; and C. & N. W., also from Louisiana, Mo., to Memphis, Tenn., New Orleans, La., Helena, Ark., and points in Ala., Ark., Fla., La., Miss., and Tenn., also to Key West, Fla., New Orleans, La., Pensacola, Fla., Fort Chalmette and Westwego, La., effective June 10.

C. R. I. & P. in Sup. 15 to 29329-C gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Ar-nourdale, Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kan., Mo., and Neb., on the C. R. I. & P.; C. B. & Q.; and M. P. and stations in Ill., Ind., Ia., Minn., Mo., S. D., and Wis., effective June 28.

C. B. & Q. in Sup. 5 to I. C. C. 13062 gives local, joint and proportional rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, Ill.; St. Louis, Mo.; St. Paul, Minneapolis, Duluth, Winona, Minn.; La Crosse, Wis., and stations taking the same rates or higher, effective July 5.

C. & A. in Sup. 15 to 1604-E gives local, joint and proportional rates on grain and grain products between Chicago, Joliet, Peoria, Pekin, and East St. Louis, Ill., also St. Louis, Mo., and stations on the C. & A., C. & I. M. and the C. & N. W. in Illinois and St. Louis, Mo., also to Toledo, O., and Detroit, Mich., and stations on connecting lines in Illinois, effective July 1.

C. & N. W. in Sup. 10 to 14801-A gives the new rates on grain, effective July 1, to Chicago from various Illinois stations as follows: From Green Valley, Allen, Luther, Hubley, Sweetwater from 9c to 10c; from Barr, from 10c to 10½c; and from Archer, Lick and Compro, from 10c to 11½c, so that the C. & N. W. will charge the same rates charged by the C. & A. to contiguous territory.

C. B. & Q. in Sup. 5 to 1800-C gives local, joint and proportional rates on grain, grain products, broom corn and seeds between C. B. & Q. stations (lines west of the Missouri River), also R. C., B. H. & W. and Chicago, Peoria, Ill.; St. Louis, Mo.; St. Paul, Duluth, Minn., and stations taking the same rate or arbitraries higher, also other points on lines east of the Missouri River as specified in the tariffs, effective July 5.

C. B. & Q. in Sup. 4 to 1362-K gives local, joint and proportional rates on grain, grain products and seeds between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn.; La Crosse, Wis., etc., and stations in Ill., Ind., Ky.; west bank Mississippi River points (Dubuque, Ia., to St. Louis, Mo., Inc.); also Green Bay, Kewaunee, Wis., etc.; also to points east of the Ill., Ind., state line or south of the Ohio River, effective May 25.

THE PRICE OF GASOLINE in England has been advanced 14 cents per gallon, from 74 to 88 cents. It is estimated by the *London Times* that the consumption of gasoline in the United Kingdom for 1920 will be 240,000,000 gallons.

An Appreciation.

DeForest Piazzek, who was one of the best known Kansas City grain receivers prior to his accepting the office of second vice pres. of the U. S. Grain Corporation in charge of one of the largest zones under the Wheat Director, in his last official circular to the licensees expresses an appreciation that is mutual, as follows:

Thus our contact with you terminates. I cannot repress the impulse to express to you my profound appreciation and gratitude for the attitude assumed toward myself and this office. With but notably few exceptions there has been a splendid spirit of co-operation. Without it I could not have accomplished within any degree of success the arduous task which was given me. Naturally, there has been some slight resentment evidenced in the imposition of an un-American system of control which did not permit that freedom of action to which you were accustomed.

A recollection on your part that our control was rendered necessary by the exigencies of war caused you to forget your own interests and loyally support our work. Nobody realizes better than myself what a stupendous work it has been nor how much it demanded in ability and perseverance. Lamentably, I cannot hope to have you say that I have fully risen to the occasion and I only hope that when our work shall have been viewed in the retrospect you will say of me that I did my best and tried to be fair.

The experience gained has brought to me the conviction that our national stability and greatness is accounted for in a large measure and grounded in the uprightness of its business men. I hope that the future may bring you prosperity and success, free from the annoyance of any sort of control. Again thanking you, I am Yours very truly, D. F. Piazzek, 2nd vice president, United States Grain Corporation.

Weller

GRAIN HANDLING EQUIPMENT



ENCOURAGE THE FARMER
TO COME TO YOUR ELEVATOR WITH HIS GRAIN

INSTALL A WELLER CONTINUOUS GRAIN DRYER

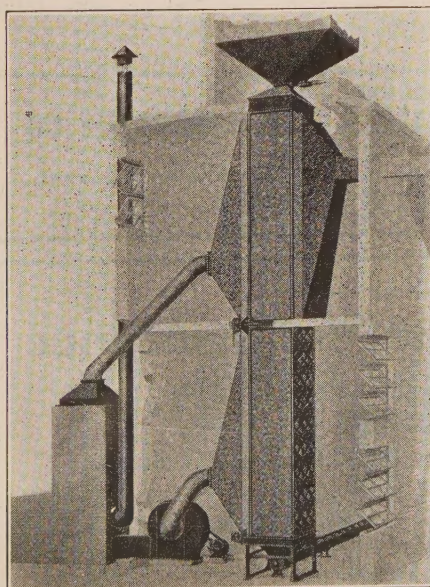
Let him know you are in a position to handle his crop in the off seasons—when the wet, rainy season sets in before the grain has fully matured.

BULLETIN No. B101
"SCIENTIFIC METHODS OF DRYING GRAIN"

ROTARY AND CONTINUOUS DRYERS AND COOLERS
For Drying, Cooling and Conditioning

WHEAT, CORN, CORNMEAL, OATS, BARLEY, BEANS, FLOUR, ETC.
Sent on Request.

WELLER MFG. CO. CHICAGO



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Supreme Court Decisions

Damages Not Limited to Amount Stated in Notice.—The notice to carrier for claim of loss as required by the contract for shipment is to enable the carrier to investigate claim, and does not bar recovery for an amount larger than that stated in the notice, except possibly in cases where the sum claimed has been tendered in settlement.—*Parham v. C. M. & St. P. Ry. Co.* Supreme Court of Montana. 189 Pac. 227.

Shipper Can Sue If Claim Not Paid or Rejected in 90 Days.—Burns' Ann. St. 1914, §§ 3920b to 3920h, giving statutory action for damages on freight loss claim as admitted where neither paid nor rejected within 90 days, is not in violation of Const. U. S. Amend. 14, or Const. Ind. § 68, relating to due process and to privileges and immunities of citizens of the United States.—*Jackson v. Mauck.* Supreme Court of Indiana. 126 N. E. 851.

Liability for Delivery Without Surrender of B/L.—A carrier's liability for delivery without requiring surrender of the B/L is measured by the value of the goods, and not by the amount of drafts attached to B/L, and the shipper cannot recover from the carrier an amount which it forwarded to the consignee as reduction of the purchase price.—*Winget v. Grand Trunk Western Ry. Co.,* Supreme Court of Michigan. 177 N. W. 273.

Damage to Cargo Due to Leaving Hatches Open.—Leaving hatches open, for ventilation of cargo, thru which water entered and damaged cargo, held not an "act in the management of the vessel," within Harter Act, § 3 (Comp. St. § 8031), but an "act in the care and custody of the cargo," for which the shipowner was responsible under section 1.—*Andean Trading Co. v. Pacific Steam Nav. Co.* U. S. Circuit Court of Appeals. 263 Fed. 559.

Carrier Liable for Sending Shipment to Wrong Station.—Where defendant carrier, receiving shipment billed for station the name of which had been changed because of similarity to name of another station, sent the shipment to the wrong station, where it remained for two weeks, it was guilty of an act of negligence independent of that of the carrier from whom it received goods, and was liable in damages for delay.—*Gatlin v. Norfolk-Southern R. Co.* Supreme Court of North Carolina. 102 S. E. 779.

Boycott by Ass'n.—A former partner of a member of an association of hay dealers, held to have a right of action against the members of such association for boycotting him, and one employing him, and threatening to boycott any business with which he was connected, because of the failure of his former partner to fulfill his obligations as a member, where plaintiff did not become a member per se and subject to discipline by his partnership with a member.—*Harleson v. Tyler.* Supreme Court of Missouri. 219 S. W. 908.

Custom or Usage may properly be received to ascertain and explain the meaning and intention of the parties to a contract, whether written or parol, the meaning of which could not be ascertained without the aid of such extrinsic evidence, where the parties knew of the existence of the custom or usage, and contracted in reference to it. Parties who contract on a subject-matter concerning which known usages prevail by implication incorporate them into their agreements, if nothing is said to the contrary.—*Cherokee Grain Co. v. Elk City Flour Mills Co.* Supreme Court of Oklahoma. 188 Pac. 1067.

Sale of Growing Crop.—The share of a tenant who plants a crop of wheat upon the land of another under an agreement to give a specified share of the crop to the owner as rent is "personal property," and the tenant may make a valid sale of his share of the crop while it is growing and immature. The sale and conveyance of the land by the owner after the wheat crop is planted and growing, where both grantor and grantee had knowledge of the interest of the tenant, and had recognized his rights in the premises, did not deprive the tenant of his share of the crop nor affect the validity of a sale of the share which he made to another.—*Dannifer v. Aurand.* Supreme Court of Kansas. 189 Pac. 371.

Parliament Discusses Price-Fixing of Wheat.

The announcement made by the Prime Minister on March 12 relative to the price of wheat has been the subject of considerable controversy in Parliament. Sir Arthur Bos-cawen, the Parliamentary sec'y to the Ministry of Agriculture, explained that the Prime Minister did not promise a fixed price of 95 shillings a quarter for home-grown wheat, but an equivalent price to that paid for imported wheat of similar or comparable quality subject to a maximum of 95/— . Therefore, if the c. i. f. cost of imported wheat falls below 95/— , the price paid for home-grown wheat will be reduced similarly.

In answer to a question, Sir Arthur Bos-cawen stated precisely the method by which the price to be paid for home-grown wheat of the 1920 harvest will be determined. He said that the price to be paid for British wheat of sound milling quality will be announced each month, and will be the average of the c. i. f. cost of all milling wheat imported during the two preceding months, and of the actual and anticipated arrivals in the United Kingdom during the current month, subject to an adjustment in respect of the lower percentage of flour of equal water content obtainable from home-grown wheat as compared with imported wheat, and subject also to a maximum of 95/— a quarter, or \$23.12 per 480 lbs., or \$2.89 per bushel.

Home-grown wheat of sound milling quality will be defined as wheat of fair average quality for the season fit for milling into flour for human consumption.

The term "similar or comparable quality" was explained to refer to the percentage of flour obtainable. The prices will be adjusted accordingly. Therefore, because of the fact that British wheat on the average yields a lower percentage of flour of equal water content than imported wheat, the maximum price of 95/— will be payable for British wheat so long as the average price of imported wheat is in excess of that figure.

Books Received

THE COST OF PRODUCING WHEAT is the title of the report of the Kansas State Board of Agriculture for the quarter ending September, 1919. It contains a report of investigations to discover the cost of producing wheat in Kansas for the crop of 1919. Tables and diagrams provide statistical matter, providing facts and comparisons in a convincing way. Published by the Kansas State Board of Agriculture, Topeka, Kansas, 31 pages.

Insurance Notes

ENGINE INSURANCE covering loss resulting from a disabled engine, belt, gear or pull is now being issued by an old line company.

THE RUSTING of fire buckets when salt used for protection against freezing can be prevented by the use of calcium chloride instead.

AN AWARD of \$16,560 has recently been made to Ada F. Middlekauff, Fairplay, Minn. in a suit against the Norfolk & Western Railroad Co., for destruction by fire of her grain elevator, storehouse, and other buildings. Spielmans Station last October. It was Middlekauff's contention that sparks from an engine caused the fire, and she asked \$20,000 damages; but the jury in Circuit Court at Hagerstown, Md., reduced the amount.

THE WHEAT EXPORT CO., of England, in suit against the Pennsylvania Railroad has received damages amounting to \$355,000, the result of the fire which completely destroyed the Anchor Line elevator at the harbor front, Erie, Pa., April, 1917. This amount covers the loss sustained by the company when the wheat was destroyed. The case has been before the Pennsylvania Supreme Court, and later another phase of it was carried to the New York courts.

OLD chimneys and flues were the cause of six of the seven fires reported by the Board of Fire Engineers for the district of Phoenix, R. I. When mortar in old chimneys begins to crumble from heat and age it falls from between the bricks and leaves a hole which often exposes nearby beams and timbers. Charring and a fire is the result. There is time like the summer to repair an old chimney.

GASOLINE FLAMES on a driveway as a result of leakage from motor trucks cannot be extinguished with water. A box with a shoe and a mixture of sawdust and soda serves as a cheap extinguisher for these fires. When this mixture is thrown on such a fire the soda causes the soda to give up its carbon dioxide gas in which fire cannot burn while the sawdust keeps the oxygen in the air from reaching and spreading the flames.

A FIRE HAZARD of the elevator located on a river, a lake or at a seaport is the oil coating the surface of the water as a result of the great increase in the number of oil burning steamers. An investigation recently showed a 1/4-inch coating of inflammable oil on Baltimore harbor. To reduce the fire hazard of this oil the Baltimore fire department has ordered that smokestacks along the harbor be screened, that no ashes be dumped into the water and that no more refuse shall be thrown in the water.

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Live-stock shipping associations will be interested in the announcement that the Hartford Live Stock Transit now covers until animals are sold and delivered at the scales.

This makes the best and broadest protection ever offered shippers—better than ever before. From loading time until delivery every shipper of insured animals is protected against loss sustained through death or crippling.

Better tell the secretary to look
into this proposition today.



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CHICAGO

Casings and Lubrication

for Silent Chain Drives

IT comes to our attention now and then that some Silent Chains are operated without the use of lubricant. We are sometimes confronted with the question therefore—"Can Link-Belt Silent Chain Drives run without oil? And why do you recommend the use of casings for your drives?"

It is a principle of practical mechanics that any chain drive will run better, last longer and require less attention if it operates through an oil bath in a tight casing, than if it runs exposed, with little or no oil.

Silent Chains—all makes—being composed of many links and joints, and run at high speeds, require oil—just like other machinery. To contend that this is untrue violates a "first principle" in the operation of machinery.

But remember this—Link-Belt Silent Chains run just as well without casings or lubrication as any other make of Silent Chain. However, we will not sell a Link-Belt Silent Chain Drive if we know it is the intention to operate it without lubrication.

A watch needs oil. An engine runs smoothly if well lubricated. Any moving parts will work easily, without undue friction or noise, if properly designed and well lubricated. The fact is so ele-

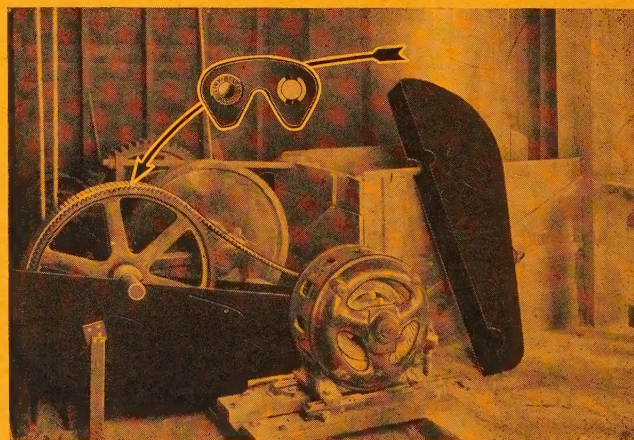
mental and so well established, particularly with those in mechanical occupations, that it precludes argument on the subject.

We have always recommended the generous use of lubricating oils on our drives. Many of our customers tell us they scarcely know our Silent Chains are used in their mills—and in nearly all such cases we find the reason is because some practical superintendent is careful to oil not only the drives, but all the operating machinery. The wise use of lubricant is one of the best practices in any mill or factory.

Casings having our oil-tight and dust-proof seals permit the use of Silent Chain Drives in places where, without them, it would be inadvisable to employ Silent Chain Drives. Many Link-Belt Silent Chain Drives so equipped are running successfully today even in Cement Mills. We insist that all our drives be run in oil-tight, dust-proof casings for this character of work, and then, and only then, can we fully guarantee their satisfactory operation. We are insuring the durability and satisfactory operation of our Drives by insisting upon the use of oil and advocating the use of casings—it is the obvious thing to do.

Safety-first is a watchword in the modern mill today. Casings make for absolute safety—they completely cover all moving parts, and are often worth their small additional cost for this feature alone. Employees feel a sense of security around covered machinery.

We welcome suggestions, and are always ready to explain by personal interview any printed statements which may not be entirely clear.



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